

CHEMIST & DRUGGIST

The newswweekly for pharmacy

a Benn publication

February 6 1982

New contract
proposals drop
'individual'
aim say
two LPCs

Optrex also
to 'consult'
David Sharpe

Scripts fall
as doctors
dispense more

Two names to
be struck off

Electricals
SPECIAL FEATURE

GOOD NEWS IN 1982: GOOD NEWS IN 1982: GOOD NEWS IN 1982

GOOD NEWS IN 1982: GOOD

Good news in 1982
for you
and for sensitive skin care!



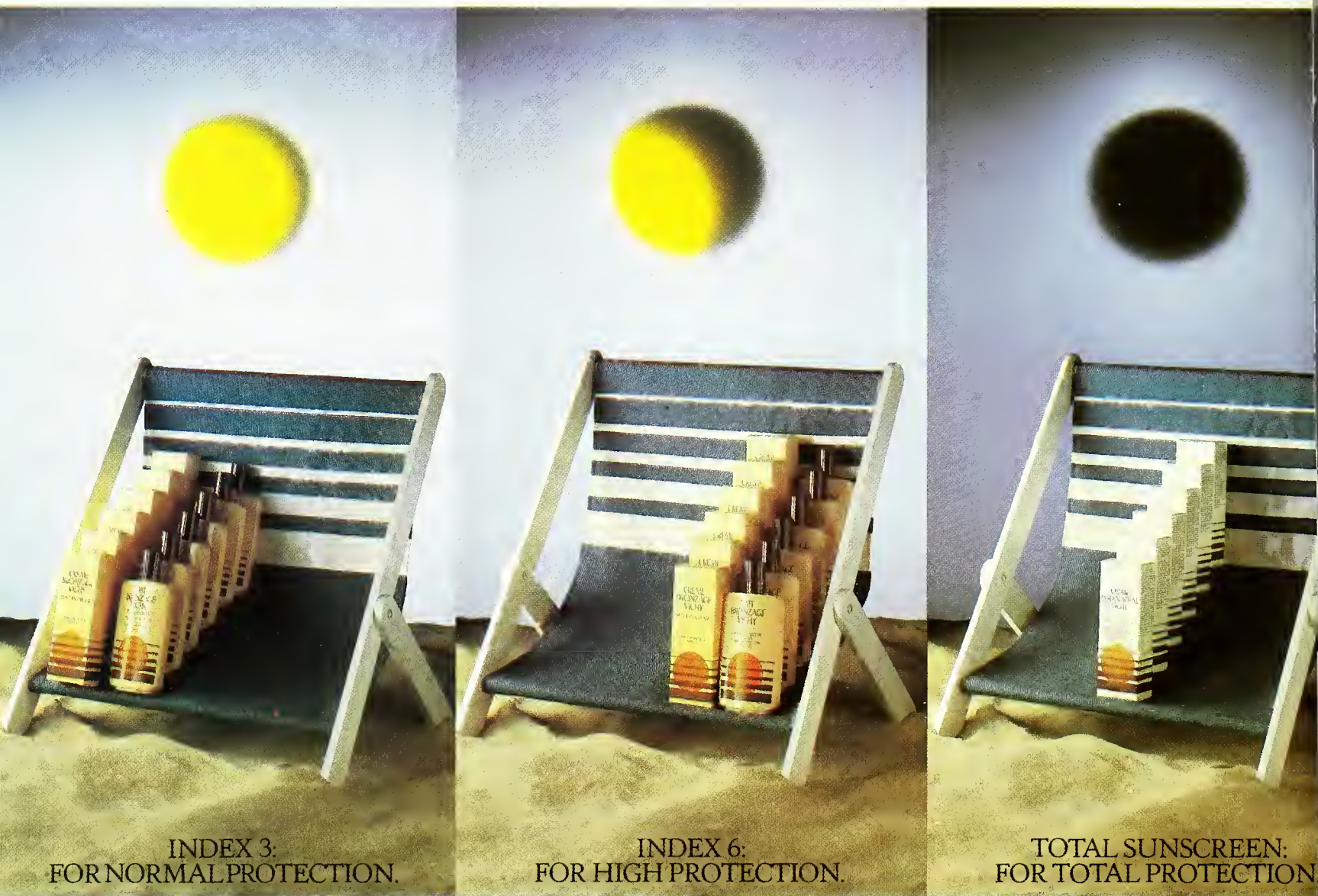
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- ★ Heavyweight London T.V. campaign



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CHEMIST & DRUGGIST

Incorporating Retail Chemist

February 6 1982

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COMMENT

Lip service?

Our comments (January 16) concerning the new Family Doctor booklet "Is your medicine really necessary?" have provoked quite a reaction. Mr Keith Jenkins was sufficiently put out to write (Letters last week) that he no longer intended to display the booklets; Xrayser suggested the NPA should vet them, and now others leap to the series' defence (p235).

Perhaps we should remind readers that our criticism was of the lack of support for the pharmacist's advice in the treatment of minor illness, particularly in a booklet to be sold by the pharmacist, not of the author's general theme concerning the uses and value of medicines. The single direct reference said: "Most pharmacists are quite willing to give simple advice to a patient should he ask for it and should they consider it unnecessary to worry the doctor for that particular problem." To *C&D* that seemed grudging, to say the least.

The trouble is that Dr Lewis missed so many opportunities to press home the message that the pharmacist not only *may* be asked but *should* be asked — and that his knowledge of medicines extends somewhat beyond a recommendation for a running nose! For example, on drug interactions — "The only advice that can be given in a short space such as this is to go and ask the person who really does know — your doctor;" on the timing of doses — "A bewildering confusion and collection of do's and don'ts for the patient ... Again your doctor will tell you;" on cough mixtures — "Which will be best for you to take is a decision that should be made by your own doctor." Nothing incorrect there, but why not tell the patient who has left the surgery without fully understanding the medication that a return visit may be unnecessary — and that a word in the pharmacist's ear might actually be more productive than a telephone conversation

with the doctor's receptionist?

The trouble is that many doctors pay no more than lip service to the pharmacist and have little understanding of their sister profession's training. This is brought home in the lead news report in last week's medical newspaper, *Pulse*. The headline reads: "GPs may bar wider pharmacist role" and the report concerns opposition to the introduction of automatic blood pressure screening recorders into the pharmacy — such as that under trial by Mr David Sharpe (*C&D*, January 2). It goes on to recall the fact that the Government Ministers are keen to see an expansion of the pharmacist's primary health care role, but says the General Medical Services Committee believes that interpretation of blood pressure requires a doctor. Dr Frank Wells — whose letter on the Family Doctor booklet appears in this issue — is quoted as saying: "The traditional role of the pharmacist is there and I do not think there is any desire for them to expand or contract it." He adds that the GMSC would not support any extension to include screening.

However, Dr Wells did concede: "We should certainly encourage patients to go to the pharmacist for advice on over-the-counter remedies." If so, it is a pity the point is not more strongly made in the BMA's Family Doctor booklet. Indeed, such support is badly needed since many members of the public fail to appreciate the reason for restrictions on analgesics sales, or the need for pharmacist supervision of many other medicines.

Unless every opportunity is taken to impress the public that medicines *are* a minefield for the uninitiated (as Dr Lewis's booklet bears out), and that the pharmacist is not only initiated but an expert who will advise rather than act merely as a barrier to the TV-influenced purchaser, then the ground between POM and GSL is likely to become squeezed even further. And that, we suggest, is no more in the interest of the medical profession than it is of the public or of the pharmacist. ■

PSNC proposals — two LPCs 'deprecate' them

Two LPC Committees believe the Pharmaceutical Services Negotiating Committee's new proposals on the contract are totally unacceptable because they "reduce contractors' protection against inflation, weaken their ability to operate public and parliamentary lobbies, strengthen the Department's hand in depressing NHS remuneration, and conceal the full knowledge of the detailed composition of their NHS remuneration".

Barking and Havering, and Redbridge and Waltham Forest LPCs say "the present contract should be retained until or unless anything very much better than the recently proposed 'new' system should emerge."

The PSNC's proposals have had a mixed reception with 22 out of 64 LPCs who responded to their request for comments rejecting the proposals — 29 were in general agreement and 13 gave no firm indication of their opinion.

The PSNC comments: "Replies received from LPCs indicate strong divisions of opinion on the acceptability of the proposals.

"There is strong support for an enhanced basic practice allowance, which would act as a deterrent to potential leapfroggers, but there is equal support for retention of on-cost although not necessarily at its present level.

"The general policy indicator is that increases in the balance sheet amount due should be translated into increases in basic practice allowance and fees. These items could be further increased by a phased reduction in the on-cost scale to achieve a lower average percentage and reduce the proportion of NHS remuneration (currently 42 per cent) distributed as on-cost.

"The overall combination of basic practice allowance, fees and on-cost would continue to be reconciled with group cost and profit figures to achieve the appropriate level of reimbursement for the dispensing of different volumes of prescriptions. No comment was received on the proposal to deduct total discount from the total balance sheet amount due but the varying levels of discount obtainable would be reflected in overall remuneration for different prescription volumes."

Further comments from LPCs are summarised in the agenda for the March 7 conference of LPC representatives:

☐ Loss of on-cost would disadvantage a

contractor who had a high net ingredient cost per prescription because local doctors prescribe three months' supplies at a time or for any other reason.

☐ On cost should be retained at a lower level.

☐ The reduction in on-cost should be phased.

☐ Absence of on-cost would remove the inflation proofing factor.

☐ There would be no incentive to stock expensive drugs if on-cost was removed.

☐ The practice allowance should be linked to the basic cost of running a pharmacy and should be updated regularly by clearly defined acceptable indices.

☐ The distance for eligibility for payment of the practice allowance should be increased to 5km.

☐ The payment of a large practice allowance appears to introduce a salaried service.

☐ The proposed system moves away from individualisation of the NHS contract.

☐ The agenda for the conference should make provision for discussion of the PSNC's proposals.

☐ There should be no graduation of the practice allowance at the lower end of the scale in the case of existing pharmacies or pharmacies deemed to be essential.

Move from 'individual'

Mr Bob Worby, secretary to the Barking and Havering, and Redbridge and Waltham Forest LPCs, and himself a member of PSNC and its contract sub-committee, reports that they:

☐ Deprecate the fact that the proposed new system of remuneration moves away from individualisation of the NHS contract.

☐ Believe the new proposals in no way avoid or correct the disparities between different types of contractor regarding NIC, discounts obtainable or variations in overhead cost per prescription and would tend to conceal these variations, leaving them perhaps in "blissful ignorance" — while this would undoubtedly reduce pressure by contractors upon PSNC, it would also reduce the ability of the body of contractors to assist PSNC in mobilising public and parliamentary support for its representations in the repeated deadlocks which arise in negotiations with DHSS.

☐ Deprecate the proposal to abandon on-cost — a vital hedge against inflation.

☐ Express concern that the DHSS would be tempted or even obliged to insist upon the application of "pay norms" to the proposed fee and basic practice allowance even though these elements include fully reimbursable costs falling totally outside the "pay" field.

☐ Believe no protection is given against the consequences of falling script numbers — the global sum or "lefthand side of balance sheet" would still be negotiated with DHSS as it is now.

☐ Regard the assurance that this new system can be brought in on a "no detriment" basis as a "nonsense".

Three LPC motions on the conference agenda are concerned with the PSNC proposals. ■

Profit proposals go to PSNC from DHSS

The Pharmaceutical Services Negotiating Committee have just received the Department of Health's submission to the pharmacy review panel on the net profit margin in dispensing. — this has taken some seven or eight months to prepare since the PSNC agreed that it should join property costs as priority subjects for consideration by the panel (*C&D*, July 11, 1981, p41).

The panel is to meet on March 4 to discuss the allocation of property costs. A spokesman for PSNC told *C&D* that their case on profit margins is now being prepared after receipt of the Department's submission. "It should be forwarded to the panel in the course of the next few weeks." ■

Doctor pressure?

Moves by pharmacists to introduce automatic blood pressure recorders into pharmacies are likely to be opposed by the medical profession, according to a lead article in last week's *Pulse*. It also says that pharmacists are pressing for more POMs to be sold over the counter.

The article notes that the use of screening devices was approved by the Pharmaceutical Society last year, and one company at least is thinking of launching a suitable machine. GP's representatives on the General Medical Services Committee take the view that the interpretation of blood pressure readings requires a doctor and is not appropriate to be dealt with by pharmacists, says the article.

☐ Mr David Sharpe, FPS, is currently evaluating a recorder in his shop (*C&D*, January 2, p8). ■

Optrex consult David Sharpe too

Mr David Sharpe has been approved as a consultant to Optrex this week "with particular responsibilities for representing the interests of the independent retail pharmacy sector."

Optrex say Mr Sharpe is well known in the pharmaceutical profession as past president of the Pharmaceutical Services Negotiating Committee — in 1981 he was also appointed a member of the Health Education Council.

Commenting on this new appointment, John Woodford, managing director of Optrex Ltd said: "I am very conscious of the fact that we at Optrex have sometimes been represented as being unaware of or insensitive to the special needs and interests of the independent retail pharmacist."

"I believe that David Sharpe with his wide experience in this field will be able to give us valuable assistance and advice and that as a result we shall be able to work in closer harmony with all our customers, and most particularly with the independent retail pharmacist."

David Sharpe told *C&D* that in addition to his new responsibilities with Optrex he would continue to act as a consultant to Revlon.

Mr Sharpe was appointed last September (*C&D*, September 12, p417) and since then the chief executive of Revlon at that time, Mr Charles Scanlan, has retired (*C&D*, January 23, p126). Mr Sharpe has now met the new managing director of Revlon, Mr Tedd Thomas, and says: "The company has every intention of increasing co-operation with the independent chemist and is continuing to look at that commitment." ■

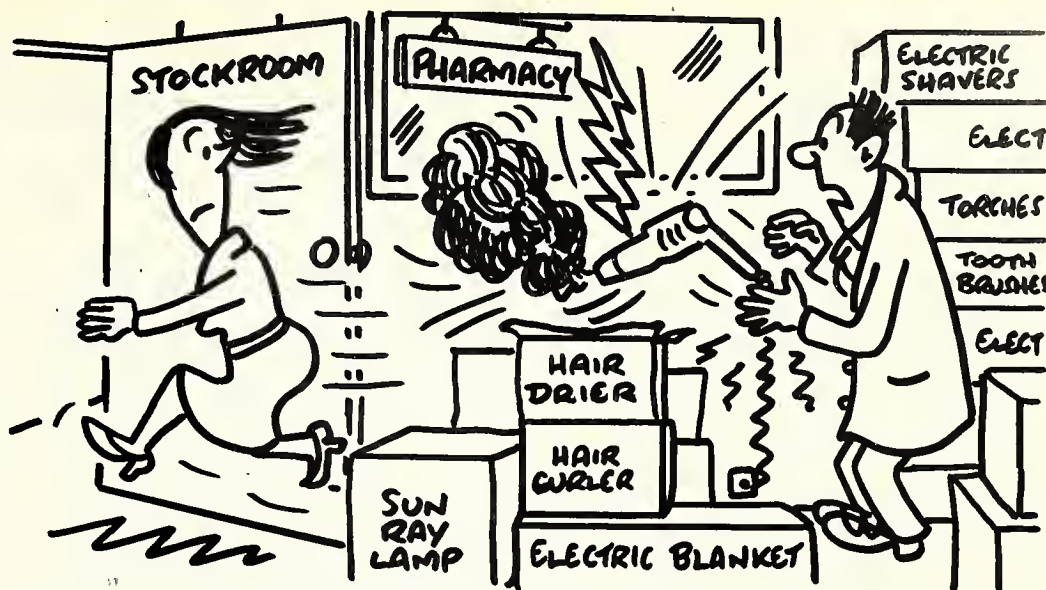
University cuts 'A blessing in disguise'

Founder members of the College of Pharmacy Practice were told the government's cutback in funding for universities is "a blessing in disguise".

Professor George Teeling-Smith, director of the Office of Health Economics, told the College: "I believe that the quality and relevance of pharmacy research — both scientific research and pharmacy practice research — will be enhanced if the academic institutions have to look more to industrial sponsorship rather than to government funds in the future."

"I know this is a controversial issue, but I believe the universities and colleges would do well to reappraise their policies in the light of Britain's economic problems, rather than to protest at their harsh treatment."

Paying tribute to the establishment of the College he said "I see the new



"I wish I hadn't to go to the electrical swagman!"

Pharmacy College, with its 470 founder members, emulating the Royal College of General Practitioners as a catalyst for the establishment of the critical mass of high quality practice that will eventually spill over to the professional credit and economic benefit of the profession as a whole".

On this basis, Dr Teeling-Smith confidently predicts "the golden age for pharmacy." ■

Objections voiced to Odaban article

Mr J. Bracey, MPS, the manufacturer of Odaban antiperspirant, has voiced some objections to the recent *Drugs and Therapeutics Bulletin* article on strong aluminium chloride antiperspirants (*C&D*, January 9, p38).

Although he sent full technical information on his product this was omitted and "incorrect" information was published he says. Odaban is formulated with 100 per cent alcohol to prevent hydrolysis and this was not mentioned in the article, neither was the fact that the pack is a hermetically-sealed pump spray which prevents atmospheric water vapour and skin moisture hydrolysis — often a problem with roll-ons and bottled preparations — and so prevents any irritant acidic build-up.

The *Bulletin* stated that Odaban was not prescribable on FP10s — this is totally wrong, Mr Bracey says. It is prescribable as well as being available for counter sale in pharmacies. Finally the article noted that the trade prices of Odaban, Anhydrol Forte and "home-made" preparations were £1.30 for 100ml, £2.30 for 10ml and £0.50 for 100ml, respectively, and said it was difficult to compare costs because the methods of application differed. This comment is hardly fair, Mr Bracey points out, since the Odaban pump spray has no propellant and therefore offers total use of contents. Furthermore the price of the "home-made" preparation was given at £1.60 in the draft article on which he was asked to comment. ■

Anti-smoking push given SHEG support

The Scottish Health Education Group has promised full support for any branches of the Pharmaceutical Society in Scotland that wish to mount anti-smoking campaigns.

At last month's meeting of the PSGB's Scottish Executive, the secretary reported that a letter had been sent to all the branches informing them about the success of the recent anti-smoking campaign conducted by the Glasgow Branch and urging them to consider similar campaigns. The Glasgow Branch's project began last Spring with about 150 pharmacies taking part (*C&D*, March 7, p421). They received a kit of display material and copies of a leaflet. The campaign was sponsored by the SHEG and by Action on Smoking and Health. □ The Scottish executive have recommended to Pharmaceutical Society's Council that a ceremony for presenting registration certificates should be held at 36 York Place on the night of the October Executive meeting. This would be in addition to the ceremony held in London. ■

NI directive 'off'

The Department of Health for Northern Ireland on January 18 cancelled its direction of November 28, 1978, which prohibited Ross Muir, a doctor within the meaning of the Misuse of Drugs Act, 1971, from having in his possession, prescribing, administering, manufacturing, compounding and supplying and from authorising the administration and supply of any of the Controlled Drugs specified in Schedule 2 to the Act.

Dr Muir's registered address is Marybank, Auchenblae, Laurencekirk, Kincardineshire — he previously practiced at the Health Clinic, Ballywalter, Co Down. ■

Script numbers fall as doctors dispense more

The number of prescriptions dispensed by pharmacists in England and Wales has continued to fall and has returned to near the 1977-78 level of £299 million — but the proportion dispensed by doctors now stands at over 6 per cent and is increasing.

Pharmacists dispensed 300,016,864 scripts in the year to March 31, 1981 — a fall of nearly 3.4m on the previous year when prescription charges rose twice but somewhat less than the 4.5m decrease of the year before that, when charges increased just once.

Dispensing doctors have dispensed more prescriptions for each of the last four years analysed by the Prescription Pricing Authority, topping 18m back in 1979, and this year at 18,373,046, represents 6.12 per cent of the 300,016,864 dispensed by pharmacists.

The report notes that: "The Authority is convinced that there is value in and need for increased production of doctors prescribing reports" and proposes to extend the use of a small computer installation for this purpose.

The PPA still intends to implement computerisation of the organisation in the period 1982-86 and has accelerated related trials, development and planning. ■

New rules for domestic chemicals

New regulations to be introduced by the Government may require certain household chemicals to be sold in child-resistant containers, Mrs Sally Oppenheim, Minister for Consumer Affairs, announced in the Commons last week. She emphasised that the Government has no intention of applying the new regulations on household products often used many times a day.

Mrs Oppenheim maintained that child-resistant closures should be used only on the basis of what was feasible and practicable. She cited turps and turps substitute — not normally kept in their original containers when being used — as an example of products where the fitting of child-resistant containers would have little practical advantage.

Mrs Oppenheim also announced that strict new regulations will soon be introduced requiring warning labels to be carried on all dangerous household products. Cleaning and polishing agents, disinfectants, solvents and paints — all potentially dangerous when accessible to children — would be covered.

In a controversial comment on the design of child-resistant containers Mrs Oppenheim said it was her experience that those used on medicines in the UK were so difficult to open that they put some people off.

She underlined the importance of being selective in enforcing the sale of household products in child-resistant closures and the need to consider carefully the type of closure available. "What is suitable for medicines may not be suitable for bleach." ■

'Racket' allegations check in Liverpool

Liverpool fraud squad detectives, investigating allegations of a "£50,000 racket" run by doctors and chemists, have seized hundreds of prescriptions said to have been issued over the past three years.

It is claimed that family doctors supplied a chemist with about 100 blank prescription forms each month. The chemist, it is said, would then make them out in the names of real patients who received regular medical supplies, and then claim NHS fees.

At least three doctor's practices are now under scrutiny from the officers, who were called in by city health chiefs more than two months ago. Allegations by a member of the public were passed on to Mr Gordon Charnock JP, administrator of Sefton AHA, who commented: "If any of these are proved true then anybody would be disturbed."

A Merseyside police spokesman, stressing that the inquiry was still in its infancy, said: "The commercial branch is carrying out an investigation into possible prescription frauds in the north end of the city."

The investigation has also produced allegations involving out-of-hours payments, and full-time fees claimed by a part-time doctor. ■

Premises loss

There was a net loss of 18 pharmacies in January — the first month the figures have been in the red for almost a year. However, the pattern is similar to 1981 when there were net losses of 16 premises in both January and February.

According to Register corrections issued by the Pharmaceutical Society this week 10 pharmacies opened up in England last month, but 18 closed down. In addition two opened in London, with three closing. Scotland suffered a net loss of ten, with only two openings, while Wales had the only net gain — two opened up and one closed. ■

Cancer fear leads to CD abuse

A co Durham pharmacist who thought he was suffering from cancer took more than 2,000 Diconal tablets from his own shop. A routine check by drug squad officers revealed that 2,012 tablets had not been accounted for, magistrates at Derwentside court were told.

But after being charged with failing to



Branch manager of Unichem in Preston, Mr J.C. Harris, (left) presenting Mr A.H. Vithlani, MPS, of Liverpool 25 with a Sony video recorder, first prize in a joint Unichem/Sudocrem promotion

record the drugs in the CD register of his shop in Front Street, Lanchester, and unlawfully possessing the drugs, Mr William Murray found he only had a stomach ulcer. He pleaded guilty to eight specimen charges and was fined £300 and ordered to pay £10 costs.

The court heard that when questioned by the police the 61-year-old pharmacist said: "I have been taking them myself. I have not been giving them to anyone else." He said that he had been taking as many as ten tablets a day. "I suppose I could almost qualify as having been addicted to them," he said. ■

'Tomorrow's World' 'warning' on B15

A feature on last week's BBC 1 "Tomorrows World" warned that vitamin B15, available from pharmacies, may be dangerous. It also questioned the value of the "drug cocktails" sold from pharmacies for cold relief, and laxatives.

It was suggested that the British fad for laxatives was unnecessary and problems could be overcome with a suitable diet. The cold cures often treated symptoms which were not present, it was said, and the chemist could probably recommend something cheaper and more selective.

The feature concluded with the warning on vitamin B15. B15 is not a true vitamin. Dr A. Mays, of the Health Food Manufacturers Association, told *C&D* that all naturally occurring sources of B group vitamins contain pantoic acid, a di-isopropylamine, hence the classification.

The compound is produced synthetically as the dichloroacetate salt, which shows low grade mutagenicity due to the dichloroacetate group.

However the HMFA say that the material they use is extracted from natural sources, such as apricot kernel, and the problem is avoided. ■

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[†]A randomised double-blind trial in General Practice comparing the efficacy of BENYLIN Day & Night Cold Treatment and Paracetamol in the treatment of the common cold.

Middleton RSW Brit. J. Clin. Pract. Vol 35 (9) 297/300 Sept. '81



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Price to public per retail pack 95p
(inc. VAT at 16%)

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Phenylpropionamine hydrochloride B.P. 25mg
Each blue (night time) tablet contains:
Paracetamol Ph. Eur. 500mg
Diphenhydramine hydrochloride B.P. 25mg

Indications:
For the relief of the symptoms associated with colds and influenza.

Adult Dosage:
Four tablets should be taken daily - three yellow tablets during the day and one blue tablet at night. Take only one tablet at a time, and only at the times of day indicated on the pack.
Do not take the night-time tablets during the day.

Children's Dosage:
Not recommended for children under 12 years.

Contra-indications/warnings etc:
Hypersensitivity to any of the constituents. Paracetamol can cause skin rashes, dizziness and palpitations. Caution should be exercised in patients with hyperthyroidism, hypertension, cardiac dysfunction, diabetes mellitus and liver disorders. Benylin Day & Night Cold Treatment should not be used during treatment with M.A.O.I.s or for two weeks after completion of therapy. Do not exceed the stated dose - An overdose is dangerous; medical attention should be sought immediately. May cause drowsiness. If affected, do not drive or operate machinery. Not to be used in pregnancy. Avoid alcoholic drink. If symptoms persist, consult your doctor.

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One of Britain's laboratories wins Award for Quality



The presentation of the November Kodak Award for Quality to R.H. Williams of Haverfordwest on 21st December, 1981.
Left to Right: John Vose, Technical Sales Representative, Kodak Limited; Doreen and Ron Willams; Denis Kelly, Area Sales Manager, Kodak Limited.

R.H. Williams, Haverfordwest's only developing and printing laboratory, has won the November Kodak Award for Quality.

Run single-handed by Ronnie Williams, R.H. Williams Photographic Supplies is the smallest

laboratory in the Kodak Award scheme. He won the November award after coming a close second in October, in competition with 130 other laboratories of all sizes throughout the country.

"As quality standards have

n's smallest ns November Quality.

Improved so much since my last success in the 1978 Kodak Award for Quality" Ronnie said, "I am delighted as one of the smallest laboratories in the competition to have won the November 1981 Award."

He was presented with the Award by Denis Kelly of Kodak Limited at 9 Market Street, Laverfordwest, Dyfed.

Following the success of his photographic equipment shop, Ronnie Williams started colour processing behind the shop in 1954. His personal service and the quality of the work helped to build up a regular clientele of both professional and amateur photographers from as far away as France and Guernsey, and closer to home, in Scotland.

The other laboratories in the

"Top Ten" for November were:
United Photographic Laboratories Ltd, Newmarket.
J.D. Brown, Dundee.
B. Alan Freegard Ltd, Poole.
Grunwick Processing Laboratories Ltd, London.
Napcolour Ltd, Ormskirk.
Napcolour Ltd, Liskeard.
Munns Brothers Ltd, Birmingham.
Napcolour Ltd, Chester.
United Photographic Laboratories Ltd, Downton.

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By Xrayser



Mr Jim Downing, BPharm, FPS, FCIS, assistant secretary of the National Pharmaceutical Association, has now given 25 years service to the NPA — Mr Lewis Priest, chairman of the NPA (left), is seen presenting him with an underwater camera and light as a mark of recognition (Mr Downing is president and an advanced instructor to the St Albans Sub-Aqua club).

Mr Downing comes from a strongly pharmaceutical background (grandfather, father, mother and wife — all pharmacists). After leaving college he taught pharmacognosy at Nottingham University. Then prior to joining the NPA in 1957, he worked as a partner in the family pharmacy in London with his father. During the last 25 years Jim Downing has been involved with almost all aspects of NPA work. His first job was that of information department superintendent and he then added publication of the *Supplement* to his responsibilities. He was the initiator of business aids and later on helped develop the shop-fitting service. As each section grew it became an independent unit. From 1960 he concentrated on training facilities. The staff training conferences took him all over the country for almost five years — management training then became a first priority and a series of management seminars developed. He is still involved in the work of the Chemist's Defence Association, responsible for the NPA's training programme and secretary of the Pharmacy Assistants Training Board.

Mr W.T. Nash, MPS, has retired from Grimwade Ridley & Co (Ipswich) Ltd. Mr Nash, who joined the company in 1947 and became a director in 1951, has also been a director of Onward Pharmaceutical Services Ltd since 1966. He is succeeded at Grimwade Ridley by Mr Stephen Smith. ■

PIP

"Toys for the boys," I said, as comment on some of my acquaintances who have blown small fortunes buying and teaching themselves to use their computers.

"Won't catch me wasting my time like that," I thought. I had in mind some non-pharmacists who, having bought, have mentioned, hopefully, that they were thinking of changing their Pets and would I be interested at half what they paid?

But having the wit to realise that I haven't the time or the application to justify such a purchase for my one-man band, only a complete isolationist could ignore what is happening. So here, in front of you all, I have to say that it looks as though I'm going to have to do some training in these newer aids to pharmacy, as their applications begin to enwrap every aspect of pharmaceutical life.

The launching of the PIP universal code makes sense and all concerned are to be congratulated. I do hope, however, that all the present users of terminals — Unichem, Vestric, Numark or independent — will be able to make use of their new found freedom.

Simple payments

As a matter of interest — you can believe me — I always have a close look at the statement of payment sent by my FPC. While there are a good many entries, I can't really see what the hassle is about when people tell me it is too complicated. My form seems perfectly straightforward to me, showing lucidly all the points that are relevant. As a statement of net result of my contract it shows the percentage on-costs, the discount from that, and further down gives me the actual amounts of money involved.

We appreciated that the sliding scales from which those figures were obtained may be less than easy to take in at a glance, but they had a certain logic, which with modest amendments could have eliminated the hiccoughs. Be that as it may, our LPCs are going to be discussing a fundamental change in the system of payment at their conference on March 7.

A friend has forwarded a photocopy of his documents for that meeting, and they include revealing charts showing how the proposed changes will affect contractors. I find myself worried, probably illogically, at the proposition that we hold and turn our stock for no on-cost, though we are to accept that the global sum is to be discontinued by some 5.4 per cent.

But, having worked my way through

the examples, I find the calculations troubling. I learn that contractors in the 12,000-24,000 scripts a year bracket are going to lose — the 1,000 scripts a month maybe by £684 a year; the 1,500 a month by about £440, and the 2,000 a month by £120. After this, modest gains begin to show, with those doing 3,000 gaining £228 pa; 4,000 up by £1,044; 5,000 up by just £1,968, 6,000 picking up £1,248. The 7,000 man gets only £480 while the poor devils sweating their way through eight, nine and ten thousand actually get a little less!

I think our representatives must protest about this, because it is my impression that there are quite a lot of pharmacies servicing just under 2,000 items a month. They are the least able to bear what might be seen as a minor loss to contractors who receive £20,000 to £30,000 a month! I can see no justification either for the substantial extra profit being dished out to the mid-range contractors. I grant you it's simple . . . but why?

Hard to get

I don't know what's wrong with my wholesalers lately but I haven't been able to get a generic erythromycin 250mg tablet for ages. I normally have Berk's, but can't get them, nor Boot's nor Cox's. All I am offered is erythromid which cost £2 more (at least) for 500. It's a mystery, but it's costing me. ■

Long-acting benzodiazepine with less sedative properties?

The number of new benzodiazepine introductions is decreasing and many authorities would regard this as no bad thing, with the market already saturated. Only one was brought out last year — lormetazepam, a short-acting hypnotic — and in 1980 ketazolam was marketed as an anxiolytic with muscle-relaxant properties.

Any further introductions would presumably need to have clear advantages over existing preparations. Warner-Lambert have developed a drug called prazepam which they say has shown evidence of anxiolytic properties combined with a comparative lack of sedation. Prazepam is a long-acting benzodiazepine already marketed in the US and some parts of Europe. Clinical experience there has suggested that drowsiness or impairment of psychomotor function has occurred rarely when compared with diazepam.

Prazepam itself is inactive and virtually all the tranquillizing activity comes from one rapidly-produced metabolite — desmethyldiazepam. This has a half-life of 60 hours. In clinical trials the incidence of drowsiness has been about 7 per cent.

Although the drug is available now, the company will not be detailing general practitioners until later in the year when it will be marketed by the William R. Warner division. The first UK clinical trial of the drug, involving 1,500 general practitioners and 6,000 patients in a comparison with diazepam has just started.

Centrax tablets

Manufacturer William R. Warner, Usk Road, Pontypool, Gwent NP4 0YH.

Description Blue, slightly mottled, circular biconvex tablets with a breakline on both sides, marked W/10 on one face, each containing prazepam 10mg

Indications Symptomatic relief of anxiety-tension states resulting from stressful circumstances, and as an adjunct in other disease states in which anxiety is shown

Dosage Usually 30mg daily in divided doses but it should be adjusted within 10mg-60mg daily in accordance with the patient's response. Half the normal dose may be sufficient in elderly patients. Not recommended for children

Contraindications Acute pulmonary insufficiency, known hypersensitivity to benzodiazepines. Should not be given to pregnant or nursing women

Precautions Should be used with caution in chronic pulmonary insufficiency, renal or hepatic disease, glaucoma or myasthenia gravis. The usual benzodiazepine warnings about dependence, routine repeat prescriptions and sudden discontinuation apply as do the precautions against accumulation necessary with long-acting benzodiazepines

Side effects Drowsiness, sedation, blurring of vision, unsteadiness and ataxia have been reported following single as well as repeated dosage and these effects may persist well into the following day. Patients should be advised not to drive or operate machinery during treatment. The effects are potentiated by alcohol and other CNS depressant drugs. Rare adverse effects have been reported including a slight decrease in blood pressure, gastro-intestinal and visual disturbances, skin rashes, urinary retention, headache, vertigo, change in libido, blood dyscrasias and jaundice. Abnormal psychological reactions to benzodiazepines have been reported

Packs 100 (£2.41 trade)

Supply restrictions Prescription only
Issued February 1982 ■

Sorbid SA tablets

Manufacturer Stuart Pharmaceuticals Ltd, Carr House, Carrs Road, Cheadle, Cheshire

Description Round, yellow tablets embossed "Stuart" and "880." Each contains 40mg isosorbide dinitrate; 10mg for immediate release and 30mg in a sustained action formulation

Indications Prophylaxis against angina

Dosage One-two tablets twice daily.

Duration of action of the tablet is estimated to be up to 12 hours

Contraindications, precautions etc As for isosorbide dinitrate

Packs Aluminium tubes of 60 (£5.50 trade)

Supply restrictions Pharmacy only
Issued February 1982 ■

Flavour changed

Dalcin C paediatric syrup will in future be pineapple-flavoured instead of the currently used cherry. *Upjohn Ltd, Fleming Way, Crawley, West Sussex RH10 2NJ.* ■

Controlled-release Lithium citrate

A new lithium preparation based on the citrate salt instead of the carbonate is being introduced. The manufacturers, Weddel Pharmaceuticals, say it should be of help to those patients who are unable to tolerate lithium carbonate.

A controlled-release formulation is used with the lithium citrate held in a plastic / lipid matrix. The salt is released over four to five hours as the tablets pass through the gastro-intestinal tract to give slow, even absorption. This avoids rapid increases and high peak levels in the resulting serum concentrations, Weddel say, and the steady-state is easily maintained with a twice daily dosage. The tablets should be available in March.

Litarex tablets

Manufacturer Weddel Pharmaceuticals Ltd, Red Willow Road, Wrexham Industrial Estate, Wrexham, Clwyd

Description Oval, white, biconvex, controlled-release tablets of diameter 8mm and 16mm each containing lithium citrate 564mg equivalent to 6mmol lithium
Indications Treatment of acute mania and prophylaxis of recurrent affective disorders

Dosage Prophylactic long-term treatment should be started with a low dosage and then increased step-wise over several weeks. The initial dose is one tablet each morning and evening. Estimation of plasma lithium concentration should be carried out after 48 hours and then at weekly intervals and the dosage adjusted to produce a concentration of 0.8-1.0mmol/litre. In some patients, effective serum lithium levels may lie within the wider range of 0.5-1.3mmol/litre. Toxic symptoms are usually associated with levels above 1.5mmol/litre. When the dosage is stabilised plasma estimations should be taken weekly for one month and then at monthly intervals.

Treatment of acute mania should be initiated in hospital. The required initial dose may be high and access to immediate plasma level monitoring is necessary. Litarex tablets are not recommended for use in children, and elderly patients may require smaller doses as toxic symptoms are likely, with serum concentrations above 1.0mmol/litre

Contraindications, precautions etc As for other lithium preparations

Packs 100 (£2.85 trade)

Supply restrictions Prescription only
Issued March 1982 ■

Dulcolax packaging

Boehringer Ingelheim want to remind pharmacists that the new blister pack of 1000 Dulcolax tablets consists of 5 packs of 200 tablets banded together. Other products being converted to blister packaging are Buscopan tablets (100 and 500), Mexitil capsules 50mg and 200mg (100) and Persantin tablets 25mg and 100mg (100). Prices remain unchanged. The Buscopan 500 tablet pack consists of 5 packs of 100 tablets banded together. *Boehringer Ingelheim Ltd, Southern Industrial Estate, Bracknell, Berks RG12 4YS. ■*

Supplies resumed

Supplies of Rowachol liquid (10ml, £3.04) and Rowatinex capsules (50, £3.21) are once again freely available in the UK from *J.M. Loveridge Ltd, 6 Millbrook Road, Southampton. ■*

Discontinued

■ Depronal SA capsules are no longer available. *William R. Warner, Usk Road, Pontypool, Gwent NP4 0YH.*

■ Cardophylin tablets have been discontinued and all outstanding orders are cancelled. *Fisons Ltd, Pharmaceutical Division, Derby Road, Loughborough, Leics LE11 0BB.*

■ Probanthine vials will be discontinued when existing stocks are exhausted. The tablets will still be available. *Searle Pharmaceuticals, Whalton Road, Morpeth, Northumberland.*

■ Mesontoin tablets will be discontinued when stocks are exhausted, which is expected to be in March. Patients should therefore be stabilised on alternative anticonvulsants before this date. *Sandoz Products Ltd, PO Box Horsforth No 4, Calverley Lane, Horsforth, Leeds*

COUNTERPOINTS

Lack of support shown for Plastipak as sales rise

A chemist-only medical product, which has already achieved remarkable success and has enormous potential, is not receiving the support it deserves from chemists.

The product is the Plastipak insulin syringe and the lack of support — in terms of failure to stock or too low stock investment — was demonstrated in London last week by Mr Arthur Jackson, manager of Becton Dickinson's consumer products division. He hoped that by drawing attention to the lost sales, he could prepare chemists for the major advertising and promotional boost about to be launched for the product.

Consumer demand for Plastipak is already proven from intensive test markets (in Reading and Southampton during 1979) and from the response to sampling — an offer in the British Diabetic Association's publication *Balance* (circulation 80,000) attracted over 12,000 requests. The sales graph, as monitored by Nielsen, goes on rising steeply. Yet in September-October 1981, only 56 per cent of pharmacies nationally were stocking, and of these 19 per cent were out of stock, leaving only 37 per cent in stock. "This worries us," says Mr Jackson, "because the diabetic may thus need to visit three pharmacies before finding the product. The stock figures show that overall there is less than one month's stock cover — despite the fact that sales are booming."

That sales and stock go together was shown in a trial run of a short television commercial screened in Anglia. Here a

team of merchandising girls raised the stocking level to 83 per cent and the in-stock to 63 per cent. Now the television campaign is likely to be extended. Consumer advertising is to continue with four-colour spaces in *Balance*, with a 25p-off coupon appearing mid-February. There will also be a new public relations campaign and improved educational material.

Activity towards pharmacists will include free samples, a London sales drive to every pharmacy, and trade promotions. Becton Dickinson are also to assume responsibility for marketing from April 1 (until now this has been handled by Pharmagen, who say they are delighted to have been instrumental in helping to get the product to a stage at which it can "stand on its own feet").

Summing up the unique opportunities for Plastipak stemming from changes in medical practice, Mr Jackson pointed out that the introduction of 100 unit insulin means diabetics will be ready for change; also the trend to multiple daily dosage is facilitated because of improved patient compliance with Plastipak compared with glass syringes.

BD believe there will be as many as 295,000 insulin-dependent diabetics in five years, providing a £25m market potential — as large as many mass consumer markets, yet currently being overlooked by many pharmacists at a time when they are seeking products whose sale demands their professional expertise. *Becton Dickinson UK Ltd, York House, Empire Way, Wembley, Middlesex HA9 0PS. ■*

Winlam is the unique and established remedy for pregnancy toxemia in ewes (twin lamb disease). Peak sales of the product are January — March.

Winlam comes within the 'Pharmacy Only' category under the Medicines Act and thus supplies are restricted to pharmaceutical channels.

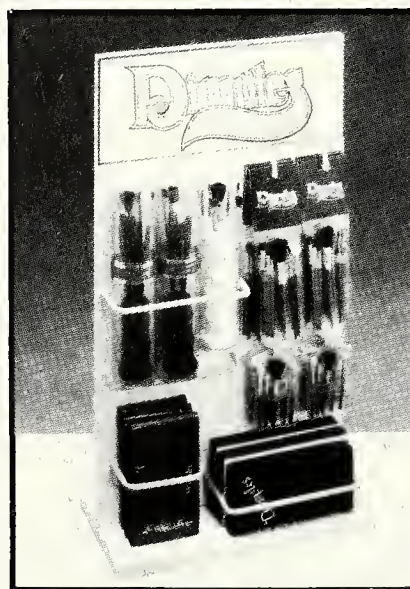
Current advertising in the 'Farmers Weekly' direct sales to chemists.

For terms write or 'phone today.

winlam

for twin lamb disease

HODGES & MOSS LTD
Harlescott Lane, Shrewsbury, Salop.
Tel: Shrewsbury (0743) 60481.



Top quality
assorted Cosmetic Brushes
on Display Stand, specially designed
to increase your sale.

Price **£35.95**
+ VAT & Carriage.

Please contact us for your
nearest stockist.

Wholesalers enquiries welcome.

DIMPLES 62 Charles St Manchester
M1 7DF. Tel: 061-236 3578.

Pifco joins air treatment systems market

Air treatment systems are new and will probably be one of the biggest growth and interest areas in the '80s say Pifco, who have announced their entry into the market.

The Pifco system (£14.95) works by "continuously removing odours, particles and gases contaminating indoor air." It has a two speed electric fan which, they say, operates quietly with minimum turbulence to pull polluted air through both the filter and a layer of foam which removes dust, pollen and some odours. It is then drawn through a layer of highly absorbent material treated with a chemical formula called CA/90 which has powerful odour-killing properties. A final layer traps even more contaminants before recirculating fresher, cleaner air.

The unit itself measures 9¼ × 5¼ in and is styled in beige. Running on 240v the fan is two-speed, and is controlled by a rotary switch on the back of the unit. Set to "high," the unit is estimated to recirculate and cleanse the air in a closed



4¼m × 5½m (14ft × 18ft) room once every half an hour.

Pifco say the filters remain effective for approximately 3 months of continuous use and replacement filters are available at £1.95 each. The Pifco should be available from April. *Pifco Ltd, Failsworth, Manchester M35 0HS.* ■

Five day cycle for new Slimgard

Research leading up to the recent Slimgard launch by Beecham found that the average breaking point in most diets comes on or around the fifth day. This usually occurs at weekends when the slimmer falls out of the weekday routine and succumbs to temptation. Beecham therefore conclude that consumer willpower over a five-day period is the key to developing a dietary formula which will help slimmers lose weight quickly and painlessly within the daily intake of 1,000 calories.



Comprising a crunch bar, slimmers' drink and in-betweeners (see Counterpoints last week p169) the Slimgard five-day diet allows the consumers "to relax their dietary regime to around 1,200 calories over the weekend and return to the diet again on Monday morning."

Further research also found the slimming market to be one where eye-catching packaging is essential. The Slimgard pack allows the consumer to read the benefits and structure of the diet easily on the exterior of the pack and for display, the company has introduced a free-standing unit which will take a combination of the Beecham's slimming range.

The launch is being supported by a £550,000 national Press advertising campaign taking an educational and informative approach. The campaign will run throughout the Spring and Summer.

Trademarks for the former Unipharm range were purchased by Beecham in October 1981 (we apologise for the confusion in last week's report). *Beecham Proprietary Medicines, Great West Road, Brentford, Middlesex.* ■

Money off All Clear

All Clear shampoo packs are carrying money off coupons until the end of March worth 3p off (75g size), 6p off (150g), or 10p off (250g). *Elida Gibbs Ltd, PO Box 1DY, Portman Square, London W1A 1DY.* ■

Barclays offers

Barclays range of February promotions starts this week. On offer are Cow & Gate spoonfuls and junior foods, Palmolive family shampoo (350ml size), Silvikrin shadders and toners, Macleans toothpaste (large size), Johnson & Johnson baby shampoo, Foamy shaving foam (200g size), Gillette GII blades, Imperial Leather soap, Andrex, Libresse Bodyform (16 for the price of 12 pack), Bic razors, Ribena (large and economy sizes), Delrosa orange and rose hip (complete range) and Enterprise baby pants. *Barclays, PO Box 97, 19c Orgreave Close, Sheffield.* ■

Four promotions from Beechams

Beecham toiletries have arranged a simultaneous launch of four separate on-pack promotions involving Bristows shampoo and hairspray, Aquafresh toothpaste and Silvikrin Supersoap.

Aquafresh packs are flashed with money-off-next-purchase coupons worth 4p (50ml), 5p (85ml), or 6p (125ml).

Supersoap 250ml dispensers appear linked in pairs by cardboard crowners announcing a saving of 50p on the normal joint rrp of £2.08.

Bristows shampoo is available in a special larger size flashed "33 per cent

free." This promotion, available on all variants offers consumers 167ml for the price of the regular 125ml size (£0.77).

Also available are two special sizes of Bristows hairspray which carry the message "20 per cent extra free," giving customers 120ml at £0.77, and 210ml at £1.09. *Beecham Proprietary Toiletries, Beecham House, Great Western Road, Brentford, Middlesex TW8 9BD.* ■

ON TV NEXT WEEK

Ln	London	WW	Wales & West	We	Westward
M	Midlands	So	South	B	Border
Lc	Lancs	NE	North-east	G	Grampian
Y	Yorkshire	A	Anglia	E	Eireann
Sc	Scotland	U	Ulster	CI	Channel Is

Anadin:	All areas
Askit powders:	Sc, G
Bic razor:	Ln, M, Lc, WW
Colgate Dental Cream:	All areas
Contac 400:	All areas
Cosifits:	All areas
Moncler Derma:	G
Mucron:	Ln, M, Lc, Y, Sc, NE
Palmolive soap:	All except We, B, E, CI
Pharmacin:	All areas
Sanatogen multi-vitamins:	All areas
Scholl thermal insoles:	All except E
Signal toothpaste:	All areas
Simple soap:	Ln
Snugglers disposable nappies:	All except E
Steradent Fresh:	All areas

If you sell home-perms, it's extremely important to read this advertisement.

The creators of Poly hair products introduce the first major step forward in home-perming since its invention back in 1915.

Its name is new Poly Foam. We call it the push-button perm. Because it's an aerosol foam that's simply sprayed on. It's far easier and cleaner than any other home-perm on your shelves. And our research indicates that women can't wait to get hold of it.

To encourage them even more, Poly's making a great launch offer of 30p off—on 10 million press coupons and 300,000 special packs. On TV, we're spending over £350,000 national equivalent in the two month launch period alone. And over £100,000 in women's colour magazines during the peak sales period.

Poly Foam's already a brand-leader in Europe. And we believe it's going to expand the perming market in Britain. That's why you can't afford not to be a stockist.

New Poly Foam. The push-button perm. For you, it could also mean push-button profits.



ENTER THE PUSH BUTTON PERM.

NEW POLY FOAM FOR PUSH-BUTTON PROFITS.

Richard Hudnut, Eastleigh, Hampshire. Tel. Eastleigh 619791

WHEN SLIMMERS TIGHTENED THEIR BELTS, ONE BRAND DIDN'T FEEL THE PINCH.

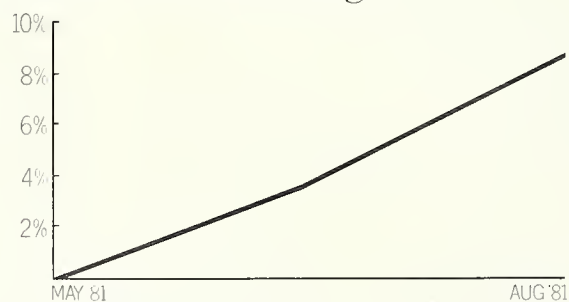
1981 was certainly a tough year for the slimming market.

During the peak sales period of July and August, some of the best known names were down anything between 14% and 30%* over the same period twelve months previously.

It might lead you to conclude that 1981 wasn't exactly the best time to launch a new slimming brand onto the market nationally.

In the case of DietVite, you'd be wrong.

So far as DietVite was concerned, 1981 couldn't have been a better time to prove the brand's strength.



How DietVite fared in its first four months.

Launched in the last week of May, DietVite succeeded in capturing an 8.8% sterling share by the last week in August.

Not bad for an unheard-of newcomer.

Not bad for such a tough slimming season.

So what of 1982?

Now that DietVite has proved beyond doubt that it is the right product, 1982 looks like being another resounding success story.

Altogether, our total marketing spend for the year will be a massive £600,000.

We'll be building on our current strengths with a brand new advertising campaign.

Scheduled to break nationally during March. And to run right the way through to August.

We'll be using a powerful and proven combination of national press, women's magazines and specialist slimming publications.

And, without giving too many secrets away, we can assure you that it is one of the most dramatic advertising campaigns yet devised for a diet product.

A campaign that's bound to create a big demand for DietVite.

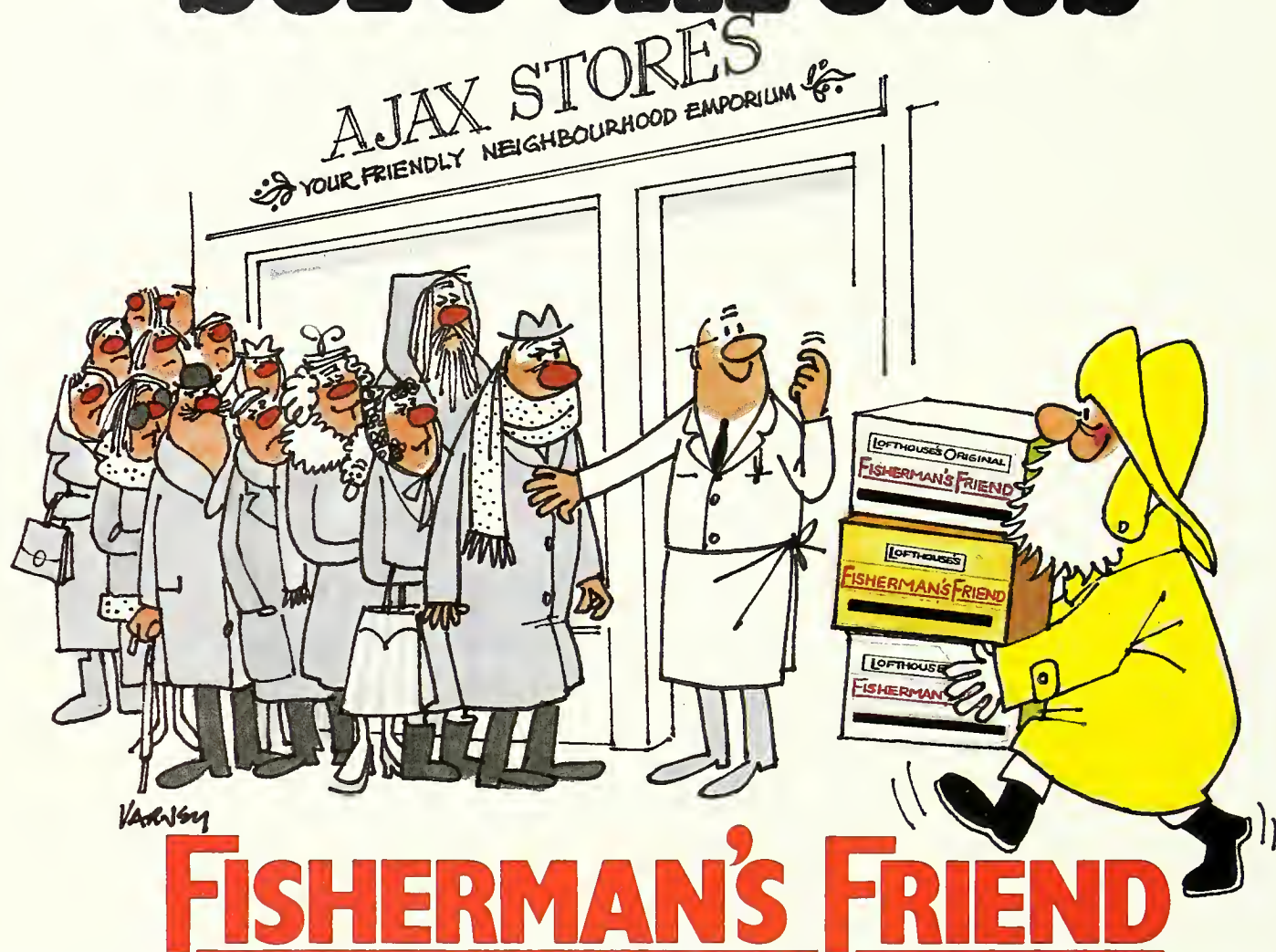
So make sure you see your Beecham representative next time he calls.

And make sure you order plenty of DietVite.

*Source: Independent audit.



A sight for sore throats



FISHERMAN'S FRIEND

Make sure you have lots of Friends this winter –

- * Fisherman's Friend Original Extra Strong throat and chest lozenges.
- * Fisherman's Friend New Aniseed Flavour lozenges – a run-away success.
- * Fisherman's Friend Honey Cough Syrup – in greater demand than ever.
- * Fisherman's Friend Rubbing Ointment – a sure-fire way to ease aches and pains.

Display them all and be a friend to your customers.

Lofthouse of Fleetwood Ltd,
Fleetwood, Lancs., FY7 7LP.
Tel. Fleetwood 2435.



DAL 9796

Health & Diet 50pc increase in ad spend

Health & Diet have allocated £200,000 on Food Supplement Co advertising, a 50 per cent increase. In addition to advertising in the women's Press there will be regular advertising in the *Daily Mail*, *Sunday Express*, *Readers Digest*, *Here's Health* and *Health Now*.

Seven major brands from the range of 50 will be featured. These are Formula 3 plus 6, Waterfall, GP&E, B-Supreme, Life Line, Ladies Only and Head High. For in-store support POS material will be available.

The company are also bringing out a

Compact display for Bengy babywear

A display stand is now available through wholesalers for Bengy babywear. The stand which takes up approximately two feet square floor space comprises four independently rotating sections to hold the range which includes Wiggler stretch suits, pyjamas, T shirts 'n' shorts, bodyvests and a variety of polycotton clothes for boys and girls up to the age of two years. A selection of baby pants and bibs can also be shown on the stand. A mail-out with reply-paid cards will be made to all retail chemists in mid-February. *Dunbee Ltd, Riverdene Industrial Estate, Molesey Road, Hersham, Walton-on-Thames, Surrey KT12 4LR.* ■



tablet formulation of Spirulina, the blue-green plankton.

Spirulina is the richest source of protein, they say and also appears to have the highest vitamin B12 content of any unprocessed plant or animal food. Unsaturated fatty acids are also present and small quantities of the gamma linolenic acid — the only previously known source being Evening Primrose oil. The 500mg tablets are sold in packs of 60 and retail for £2.50. *Health & Diet Food Co. Ltd., Seymour House, 79 High Street, Godalming, Surrey GU7 1AW.* ■

Durex on-pack offer in time for spring!

LRC Products are to run an on-pack offer for Fiesta and Excita this Spring. During February and March packs of Excita will contain four sheaths for the price of three and Fiesta, seven sheaths for the price of six. Promotional packs will bear a flash detailing the offer. *LRC Products Ltd, North Circular Road, Chingford, London E4 8QA.* ■

FOR THE PAINFUL SHY

Some customers are too shy to talk about haemorrhoids and anal irritation.

The three established ANUSOL presentations — Cream, Ointment and Suppositories — now have new eye-catching packs and are available for self-selection.

Merchandise ANUSOL in your self-selection medicines area to maximise the product's potential.

Good news for the Pharmacy, as well as for the painful shy.



WARNER

part of the Warner-Lambert Group

good products for you and your customers

Active ingredients: Cream: Bismuth oxide, Balsam Peru BPC 1973, Zinc oxide Ph Eur, Ointment: Bismuth subgallate BP, Bismuth oxide, Balsam Peru BPC 1973, Zinc oxide Ph Eur, Suppositories: Bismuth subgallate BP, Bismuth oxide, Balsam Peru BPC 1973, Zinc oxide Ph Eur, William R. Warner & Co. Ltd., Usk Road, Pontypool, Gwent NP4 0YH. Further information and data sheet available on request.

*Trade mark. R81106

COUNTERPOINTS

Henara conditioner for all hair types

Henna Hair Health are introducing Henara Henna conditioner, (200ml bottle, £0.99) formulated for all hair colours and available in black, blonde, brunette, redheads and grey. A bonus of 13 for 12 is available on orders of one dozen of each colour and 14 for 12 on orders of 12 dozen each colour. *Henna Hair Health Ltd, Classic House, 174 Old Street, London EC1V 9BP.* ■

Optique update

Optique are continuing their programme of packaging improvements with a new mascara pack and display unit back card.

The mascara, available in ebony, mahogany or navy, is now contained in a silver card sleeve. A coloured label on the mascara cap indicates the shade.

A further improvement is a new, full colour backcard for the display unit. The card is included free of charge with all introductory packs, and with orders over



Clairol Appliances have produced a self merchandising unit to promote the recently launched Clairol 850 hairdryer. The unit holds six 850 lightweight dryers in a prepacked display box with header board. The maroon and blue unit complements the packaging and features a close-up photograph of the product in action. Bristol Myers Co Ltd, Stamford House, Station Road, Langley, Bucks ■

£30 placed by existing Optique customers. *Richards & Appleby Ltd, Gerrard Place, East Gillibrands, Skelmersdale, Lancs.* ■

Additions to Orlane B21 range

Two products have been added to the Orlane B21 range, *creme pour le cou* "designed to enhance elasticity and resilience in the epidermis of the neck" (30ml glass jar, £15) and *masque hydratante B21* described as an instant moisture bath for the face (75ml, £12.50).

Spring shades in the Orlane colour collection have more than a touch of Caribbean sunshine with rose hibiscus, grenadine and mangue/lagon bleu as the featured shades. *Orlane Cosmetics (UK) Ltd, 21 Grafton Street, London W1X 3LD.* ■

Queen trial packs

Queen Cosmetics have launched a handy trial size pack of four of their most popular products — the medicated cleansers, light night cream, freshener and moisturiser (£2.20). *Queen Cosmetics Ltd, 130 Wigmore Street, London W1.* ■

We've got start over

nomical for your customers. And, with our introductory offers, stocking it will be a lot more profitable for you.

WE'VE JUST MADE YOU A MINT

We've also given your customers more choice. Together with our unwaxed floss there are now two new types of lightly waxed floss in the range, one of which is mint flavoured!

Each type has a unique see-through flip top case which enables users to see exactly how much floss they have at any time and together with our point of sale material encourages both repeat and impulse purchase.

A GOOD 20 YEAR START

Although our new dental floss is clearly

Oral-B are not a company to sell you, or your customers, short. That's why, when we designed our new range of dental floss, we went to even greater lengths to give the best value available.

As well as putting more floss on our spools than most of our competitors (a full 50 yards) we also included an extra 50 yard replacement spool in every pack.

It makes buying floss a lot more eco-

EXTRA
VALUE
REFILL

46M (50 YDS)

M (50 YDS)

DESIGN PATENT PENDING

TOILET
HYGIENISTS
CLEANER
THIER TEETH

COUNTERPOINTS

Stick-on Lilia now in 'super' size

Lilia-White are offering a 10's pack of stick-on Lilia marked "Special price 32p". They are also launching stick-on Lilia super which will have the same pack design as the regular size with blue instead of pink background and a white lily motif instead of pink and magenta. All packs will contain 10 towels in outers of 24 and for the launch packs will be marked at £0.36. *Lilia-White Ltd, Alum Rock Road, Birmingham B8 3DZ.* ■

Jack Charlton to promote home brews

The Viking Brews national advertising and promotional plans this year will feature Jack Charlton, manager of Sheffield Wednesday.

The campaign, which begins with advertising in the national Press involves a competition with a first prize of a £2,000 trip to the World Cup in Spain.



Jack Charlton will promote the Geordie home brew and Sarah's country wine kits.

His picture will appear on advertisements and promotional material and he will make personal appearances throughout the year to assist retailers in promoting Geordie products. *Viking Home Brews Ltd, 28 Clive Street, North Shields, Tyne & Wear NE29 6LD.* ■

Free hairdrier — with Dixcel

In return for six proofs of purchase from specially flashed packs of Dixcel mansize or family tissues, consumers can obtain a free Moulinex mini hairdrier available in red or white. The offer closes on May 28 and is available while stocks last. *British Tissues Ltd, 101 Whitby Road, Slough, Berks SL1 3DT.* ■

Replica sprays and new location

Replica are again offering, for a limited period, 10ml eau de toilette sprays of the Dewth, Estoril, Poppy and Gavroche fragrances for £0.99. The offer is open until May.

On February 8 the company is moving its factory and offices to Corby. The new address will be *Replica, Unit B, Marconi Courtyard, Brunel Road, Earlstree Industrial Estate, Corby, Northants.* Tel: 05366 65492/3. ■

a good 50 yards our competitors.

superior product, the name on the pack will do much to boost sales as the quality of the floss inside.

Over 20 years, Oral-B have worked closely with the dental profession, and our products

are now recommended by more dentists, more often than any other brand.

The UK market for dental floss is two million pounds and growing rapidly. Our new product backed by our reputation is set to expand it even further.

Contact us or your usual wholesaler now to make sure that you've got new Oral-B dental floss in stock ready for the demand.

It's certain to wind up on a lot of bathroom shelves over the next few months.

The world's first name in oral care.

COOPER HEALTH PRODUCTS LIMITED, GATEHOUSE ROAD, AYLESBURY, BUCKS HP19 3ED
TEL: (0296) 32601 TELEX 837238



AIDS TO BUSINESS

Computers: advice on buying . . .

The successful operation of small computers in small companies is achieved through hard work in the face of many problems, according to a report entitled "Small computers in small companies." Compiled by Marketing Consultancy Research Services of the department of marketing, Lancaster University, it aims to help first time buyers of computers in small companies avoid the pitfalls found by others.

The report says that nearly 40 per cent of the companies rated their computer

installations as very successful, but small companies with small computers were difficult to find. The myth that they abound in all spheres of industry and commerce was quickly shattered.

The study revealed that some companies appeared to buy their computers with their eyes closed. One in five consulted no major source of information other than the seller. More than 60 per cent failed to carry out a feasibility study, while only 40 per cent had a demonstration of the machine they eventually bought. Companies who had the most difficulties bought the cheapest machines, had little experience of computers and were more often than not pressurised into buying.

Software and far more hardware problems were encountered than might have been expected. Over a quarter had hardware or environment problems on installation, and only a quarter of the computers had never had a breakdown. Computers are often supposed to

create problems with employees who fear for their jobs. This only seems to be a slight problem as far as small companies are concerned, the report says, and only 7 per cent of respondents reported a continuing difficulty with staff. Top management, usually the owner or managing director, were heavily involved in the decision to buy. Customers preferred to find out about computers by talking to users and suppliers rather than consulting magazines or visiting exhibitions.

The report (£25) can be obtained from: *Marketing Consultancy Research Services, Department of Marketing, University of Lancaster, Lancaster LA1 4YX.* ■

. . . hire scheme for training materials

A training material hire scheme will be introduced by the National Computing Centre in March. The scheme will be launched nationally with viewing centres at NCC's regional offices throughout Britain, following pressure from smaller organisations who in the present economic climate could not afford to purchase training materials.

The materials will be available on a weekly or monthly basis and will include packages such as "Basic Computing Concepts," "Computing for Managers," and "Training Library for Systems Analysis." Some will be used to support traditional classroom presentation and others as complete courses of self-instructional video-based material. For further details contact *Debbie Marsh, The National Computing Centre, Oxford Road, Manchester M1 7ED.* ■

DITB warehouse training manual

Warehousing is one of the most neglected areas of the distributive industry, despite its importance. A new training recommendation from the Distributive Industry Training Board examines the common factors in managing the warehouse function — the principles, methods and skills employed — and suggests the best ways of training to improve performance.

"Training for the Management of the Warehousing Function" is being distributed to all wholesalers. Copies are available free to levy paying firms under the Star scheme. The price to others is £1.10. *DITB, Maclaren House, Talbot Road, Stretford, Manchester M32 0FP.* ■

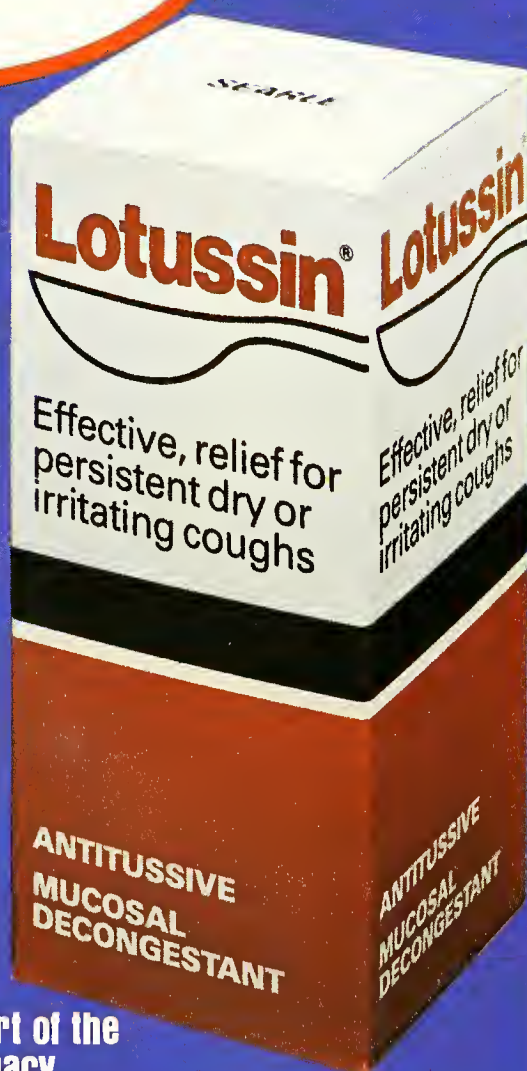
■ **Technical Translation International Ltd** have published a leaflet explaining their services to the chemical and pharmaceutical industries. The company has seven offices throughout the UK and use translators with a technical background. Head office: *Imperial House, 15 Kingsway, London.*

Good advice

FOR PERSISTENT, DRY OR IRRITATING COUGHS

The antitussive action of Lotussin backs your confident professional recommendation. 'Counter prescribe' Lotussin for the relief of dry or irritating coughs.

- * sold only through pharmacy
- * widely prescribed
- * backed with the special support of the Searle service to retail pharmacy



SEARLE

Each 10 ml contains Diphenhydramine Hydrochloride BP 10 mg, Dextromethorphan Hydrobromide BP 12.5 mg, Ephedrine Hydrochloride Ph Eur 15 mg and Guaiphenesin BPC 100 mg. Full information is available from Searle Consumer Products, Division of G D Searle & Co Ltd, PO Box 53, Lane End Road, High Wycombe, Bucks HP12 4HL. Lotussin and Searle are registered trade marks.

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modern in style, practical in use and hygienically safe
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Please send me an 'Early Days' brochure
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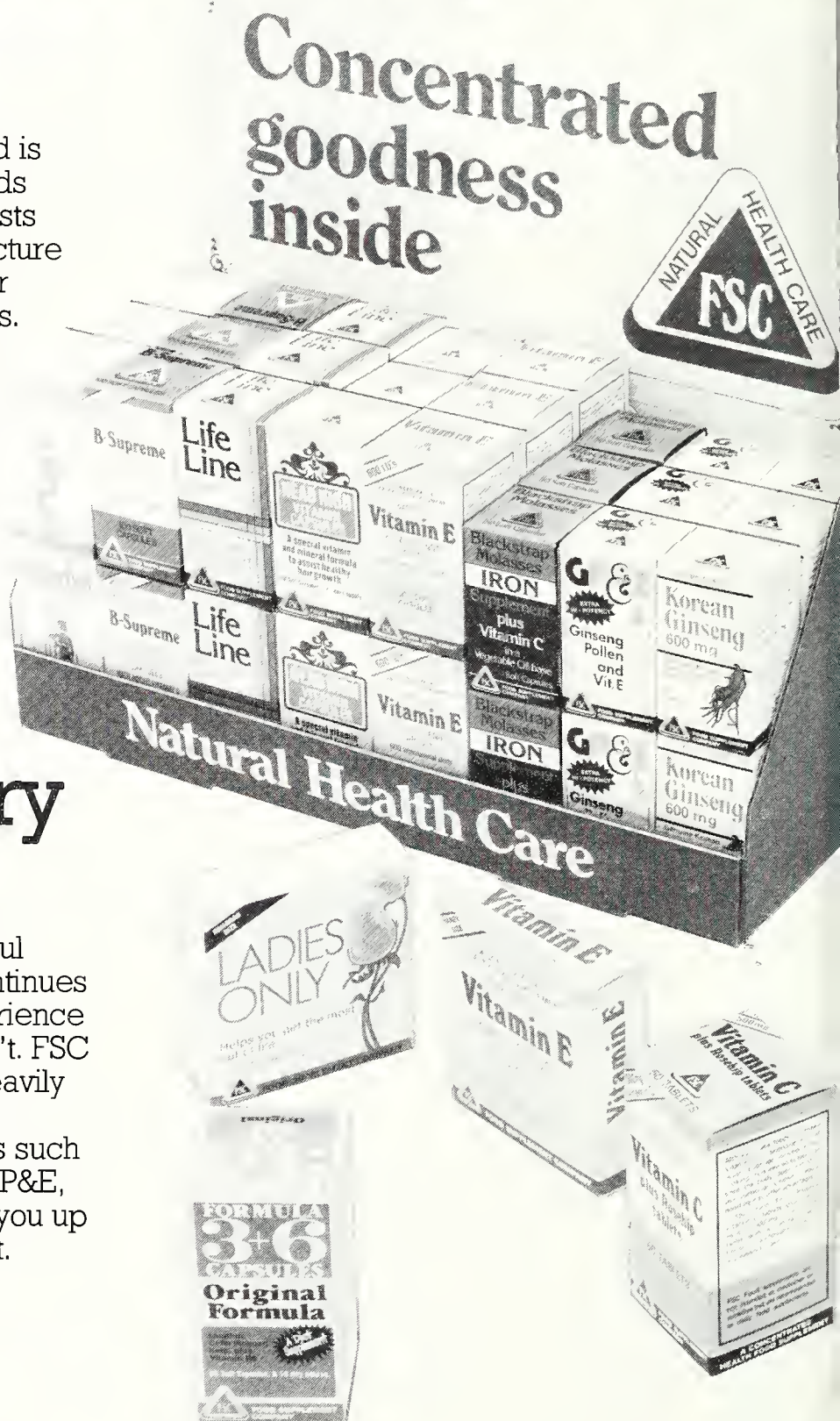


Complete Health

The Health & Diet Food Co Ltd is the specialist supplier of health foods and supplements to Britain's Chemists and health food shops. We manufacture over 200 health food products in our Lancashire and Derbyshire factories. We are not an OTC drug company dabbling in health foods, nor a wholesaler with thousands of different products. Our national sales organisation is able to concentrate on ensuring that Chemists who sell health foods do so PROFITABLY.

Supplementary Benefit

Demand for our very successful range of FSC food supplements continues to grow rapidly. After years of experience we know what sells and what doesn't. FSC Food Supplement Co brands are heavily advertised all year round in national newspapers and magazines. Brands such as Waterfall, B-Supreme, Lifeline, GP&E, Formula 3+6 and many more keep you up to date in a rapidly changing market.



Slimming Foods

We manufacture a unique crispbread – SLYMBRED – which could be an important member of your health food range. It is backed by full-colour advertising in slimming magazines – your best assurance of high sales volume.

Food Service

Health Food Snacks

Full-page colour advertisements in Health magazines make sure that your customers are well aware of the extensive HOLLY MILL wholefood snack range.



Bran Products

Also from HOLLY MILL comes natural bran in many forms, including bran cereals.



New Deal for Chemists

We offer Chemists the complete health food package with high level advertising and experienced merchandising support.

Complete and return this coupon for immediate attention from our representative.

Herb Teas

A swing is under way to healthy drinking, as well as healthy eating. Our

POMPADOUR brand is Britain's best selling herb tea range, with a huge selection in packs of 5, 10 and 25 tea bags. Your customers will see our advertisements in many top women's magazines.



HEALTH AND DIET FOOD CO LTD

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Godalming, Surrey GU7 1AW.
Tel. (04868) 28021.

Tick

Please tell me more about the complete Health & Diet range ☐

Please arrange for a sales rep. to call ☐

Name

Address

Tel

CD/6/2

There's only one word that's more powerful than Duracell.

In today's battery market, Duracell means power.

Now we've made it even more powerful with the biggest incentive ever offered by anyone in this market.

This Spring we're offering your customers free Duracell when they buy any two packs of our 5-type batteries.

You don't have to do a thing, except, of course, keep plenty of Duracell in stock.

Because they send us their two proofs of purchase and we reimburse them directly in cash (full recommended retail price) for the lower priced of the two blisters.

No coupons. No problem. And, of course, we provide you with all the POS you need.

Simple ideas are usually the best, so expect this Duracell promotion to be the most successful one ever.

After all, the only word that's more powerful than Duracell, is "free."

For more information, contact your usual stockist, ring or write to: Duracell Sales Office, Duracell UK, Duracell House, Gatwick Road, Crawley, Sussex. Telephone: Crawley 0293 512021.

Duracell. No ordinary battery looks like it or lasts like it.
Or makes money like it.



Electricals — a matter of polarisation

It is now two years since *C&D* first put a series of supply and sales questions to manufacturers and distributors of electricals concerning their policy towards chemists — and our third survey shows a clear polarisation between those who doubt the chemist's place in the market and those who are profiting from his renewed interest.

Once again, *C&D* sent questionnaires to a score of the leading manufacturers of small electrical appliances traditionally associated with sales through chemists — shavers, hairdryers, blankets, etc — but received only four replies.

This lack of response is in line with the result of our last two surveys and appears to be indicative of attitude to the chemist, because our normal questionnaires on market shares and advertising plans usually have the public relations departments falling over themselves to get into print. Silence we must therefore assume means that little is done to support the chemist in this market.

But it is an all-or-none law. Philips, of course, remain firmly anchored to the positive pole and have benefitted from their appointment of Sangers Agencies as specialist distributors to the chemist sector of their business. Intense competition for the battery market has seen Sangers take on Varta, Pharmagen win out with the new Philips range, and Duracell keep the chemist well in mind even when established firmly in a variety of alternative outlets.

Beginning to get charged up for a move in the independent chemist's direction are Clairol and Pifco who both recognise that they have products in health and beauty care which sell best when backed by an informed assistant — products such as Clairol's Skinvention and beauty massage.

Clairol claim to have increased their sales to independents in the past year and while their main method of distribution is through electrical wholesalers, "sales through chemist wholesalers have increased substantially." That is good news — but surprising, because few of the chemist wholesalers seem enthusiastic about electricals.

Nevertheless, Clairol feel that with the hair appliance market now topping £30m,

chemists should be getting a much larger share of sales. They say they offer an "extremely attractive cash margin" (a point to which we will return). But to be in the market, the chemist needs to make the fact known to the consumer. "By actively promoting products and using display material and merchandising units the chemist will see considerable growth in personal appliances," say Clairol.

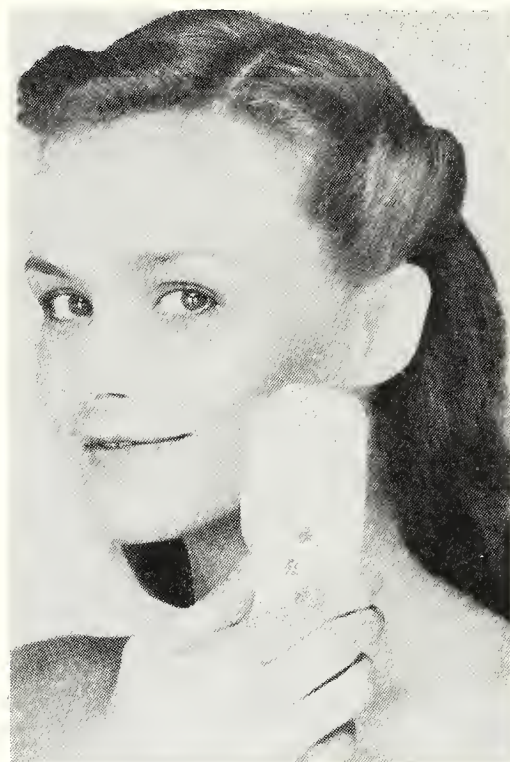
Changes . . . or not?

Loosely attached to the negative pole in chemist relations are Braun. This also is surprising, because if Braun aren't doing well with chemists, many chemists are doing well with Braun! The company's public relation consultants confirmed that they had nothing to add to what they told *C&D* last year, despite the considerable changes in the market and the stimulus provided to Philips by Sangers Agencies (this in itself has helped Braun as chemists seek a second major brand in order to offer the consumer an alternative).

So what did Braun say last year (*C&D*, February 14, 1981)? Well, they offered the usual platitudes about opportunities and pricing difficulties, concluding:

"Electrical appliances have never, to date, been a great success in independent chemists. However, with changes in consumer spending and the increased competition from grocery and other outlets for soap, toothpaste, etc, it is important that other product areas are explored that could result in additional sales and therefore greater profit." What Braun did *not* say, was how they were able to help the independent chemist to get into this market — and make a profit.

So it's a chicken-and-egg situation. But at Vestric's sister company, distributors Pharmagen Ltd, the egg has not only been laid but has hatched in less than the expected incubation time. Taking



Clairol's Skinvention — a beauty aid of particular chemist interest

on the marketing and distribution of Philips' new dry cell batteries last October Pharmagen surprised even themselves by achieving a whole year's sales targets on stands, and 60 per cent of the loose-stock target — all in two months!

And despite the tales of no margin, Pharmagen's sales go primarily through pharmaceutical wholesalers — whose response has been "excellent." The sell-in had a number of advantages, not least the offer to the retailer of a free battery tester to help guarantee the chemist's reputation concerning the sale of reliable merchandise. Other factors included the Philips name, open-date life expectancy coding, good margins and deals.

Brand opportunity

The market for batteries is worth £126m, according to Pharmagen, of which 90 per cent is in zinc carbons, and the current chemists' share is only 10 per cent. However, the customer does not always specify a brand, Pharmagen's general manager, Bernard Sparling, points out, leaving scope for the chemist to back a strong product with a name already linked with reliability.

Pharmagen are not expecting to oust Ever Ready from their dominant position, but they do point out that the chemist has the advantage of being able to replace stock through wholesaler deliveries rather than having to await a monthly van call. For newcomers to batteries, there is also a low-investment entry to the market, with the stand holding half-a-dozen types in a pre-mix valued at only £35-40 trade.

Continued on p229



SURNAME Moore
Mr/Mrs/Miss Jacqueline
Address Laburnum Ave

Trimethoprim
tabs 100 mg
IPRAL
20
2 b.d.

Date 10/11/81

Signature [Signature]

ipralTM tablets

trimethoprim 100 mg

The trimethoprim of choice

In the past few years trimethoprim alone has been demonstrated to be as consistently effective as co-trimoxazole in the treatment of both respiratory and urinary tract infections, whilst causing fewer side effects. Of course, the single entity is significantly less expensive than the combination.

Data show that General Practitioners specify Ipral by name on five out of every ten trimethoprim prescriptions. This confidence in Ipral is shared by the pharmaceutical profession, which has boosted this figure to seven out of ten by electing to supply Ipral for a majority of open trimethoprim scripts.¹

Clinical data show use of trimethoprim is justified – script data demonstrate why Ipral is the trimethoprim of choice.

IPRAL: Tablets – Trimethoprim 100mg. Paediatric Suspension – Trimethoprim 50mg/5ml. **Dose:** Adults and children over 12 years, acute urinary and respiratory infections: 200mg (2 tablets) twice daily. In prophylaxis of urinary tract infections: 100mg (1 tablet) at night. **Paediatric Suspension:** Children 6 to 12 years 100mg (10ml suspension) twice daily; 6 months to 6 years 50mg (5ml suspension) twice daily; 8 weeks to 6 months 25mg (2.5ml suspension) twice daily. **Contra-Indications:** Severe renal insufficiency where blood levels cannot be monitored regularly. Pregnancy. First two months of life. Premature babies. Megaloblastic anaemia. **Precautions:** Care should be exercised in patients with a pre disposition to folate deficiency and in patients with impaired renal function. Ipral is excreted in breast milk. **Side-effects:** Ipral is well tolerated. Gastro-intestinal effects and skin reactions have occurred in a few patients. Possible effects on folic acid metabolism and depression of haemopoiesis on long term use. Regular haematological examinations recommended. **Basic NHS Price:** 100 tablets £4.95. Paediatric Suspension 100ml £1.45. **Product Licence Numbers:** Tablets PL0034/0190. Paediatric Suspension PL 0034/0196. **Legal Category:** (POM) Ipral is a Trade Mark of E.R. Squibb and Sons Limited 1. Data on file.



Further information is available from: Technical Services Department, E.R. Squibb and Sons Limited, Squibb House, 141-149 Staines Road, Hounslow, Middlesex TW3 3JA. Telephone: 01-572 7422.

1917–Nov 81

And now a new growth area
Ipral paediatric suspension



Chemists do well with batteries

Sangers Agencies confirm how well chemists have taken to selling batteries — so much so that Sangers now have more direct accounts (2,000) for Varta than for any of their other clients. "Everything you pick up is battery-operated today," says managing director Nick Hodges. And it is to the chemist's advantage that the market is, in general, not price sensitive — even with increasing frequency of purchase the consumer rarely understands the differences between the various battery types, let alone the latest price. Point-of-sale material for the smaller chemist and promotions such as Varta car display competition have also helped push the business ahead.

Peak selling period for batteries is pre-Christmas and the two months following (with all those battery toys in operation?). Although alkaline batteries are gaining ground, the zinc carbon still holds the vast majority of the market and despite the enormous variety of sizes and types, a mere half dozen account for 75 per cent of sales, among them the sizes 2, 7, 11 plus PP3 and Mn1500. Watch batteries may also be considered, but photo batteries only sell well in specialist departments.

Overall, electricals now represent a fifth of Sangers Agencies' business — not bad for a sector in which the chemist has in the past been written off. Philips' business with chemists has at least trebled since Sangers took it on. Margins? Nick Hodges believes that on buying prices currently offered it should be possible to range between 20 and 40 per cent on cost, but that if the chemist is content with 20 per cent he will not often be beaten.

Taken seriously

So how are Philips different? First, they demonstrably take the chemist seriously (they are probably the only electricals manufacturer to have consistently advertised to the chemist in the trade media, even when the chemist's interest in the market was at its lowest ebb). And to Philips the chemist is a natural outlet. "It's difficult to understand retailers being in only half a market," says Barry Coldbreath, marketing manager for personal care products. "If chemists see shaving as their territory, then they should offer the consumer all the alternatives and establish themselves as the place to come to for the removal of hair." The same naturally applies to hair care and health-orientated products.

Stock, yes, but can the chemist compete for sales? Barry Coldbreath admits that independent chemists will never be able to price at the same level as Boots and Currys because with distribution costs so high the volume-



Philip's latest POS aid for their range of electric shavers

selling chains have a built-in advantage. "Philips' aim is to offer any retailer the facility to be within 10 per cent of the lowest price being offered" — which should be sufficient provided that the Boots, Currys or discount warehouse is not next door! However, it is admitted that there is some "loss leading" for short periods in some of these outlets.

Although Philips have tried to adjust pricing structures to meet this situation, Mr Coldbreath agrees that there is "still a long way to go" before the market as a whole gets it right.

Philips' success with Sangers Agencies appears to prove another point about pricing — that the chemist's failure to make sales has been more to do with lack of service from pharmaceutical wholesalers than with the level of competition from other outlets. Electricals wholesalers BDC (whose chemist activity two years ago sparked off this series) have already proved a similar point: that the chemist was eager to return to this market, provided he received the sort of support BDC were able to provide, in terms of price, continuity of supply, fast delivery of reasonable minimum drops of mixed orders, literature, POS material, staff training, etc.

Yet despite the obvious signs of a market going begging, only Vestric among the pharmaceutical wholesalers replied to our questionnaire. Revealingly, they claim they can "barely enable retailers to compete with multiples on electrical goods, and then only when deep cut."

Philips assured C&D that they offer the same terms to any wholesaler who takes a particular volume and significantly, perhaps, it is a selection from the Philips range alone that Vestric hold. Could it be that other manufacturers have less honest pricing policies or are still succumbing to the multiples' pressure? (A Vestric spokesman commented: "I suppose manufacturers could give us a better price than their direct accounts, but why should they?")

Continued on p231

IT CHEERS THE CHESTIES



Benylin* Expectorant

specially formulated for the chesty cough with congestion, and the most effective recommendation you can make.

Established, well-accepted by your customers and an important profit-winner for you. A product that really earns your recommendation.

PARKE-DAVIS

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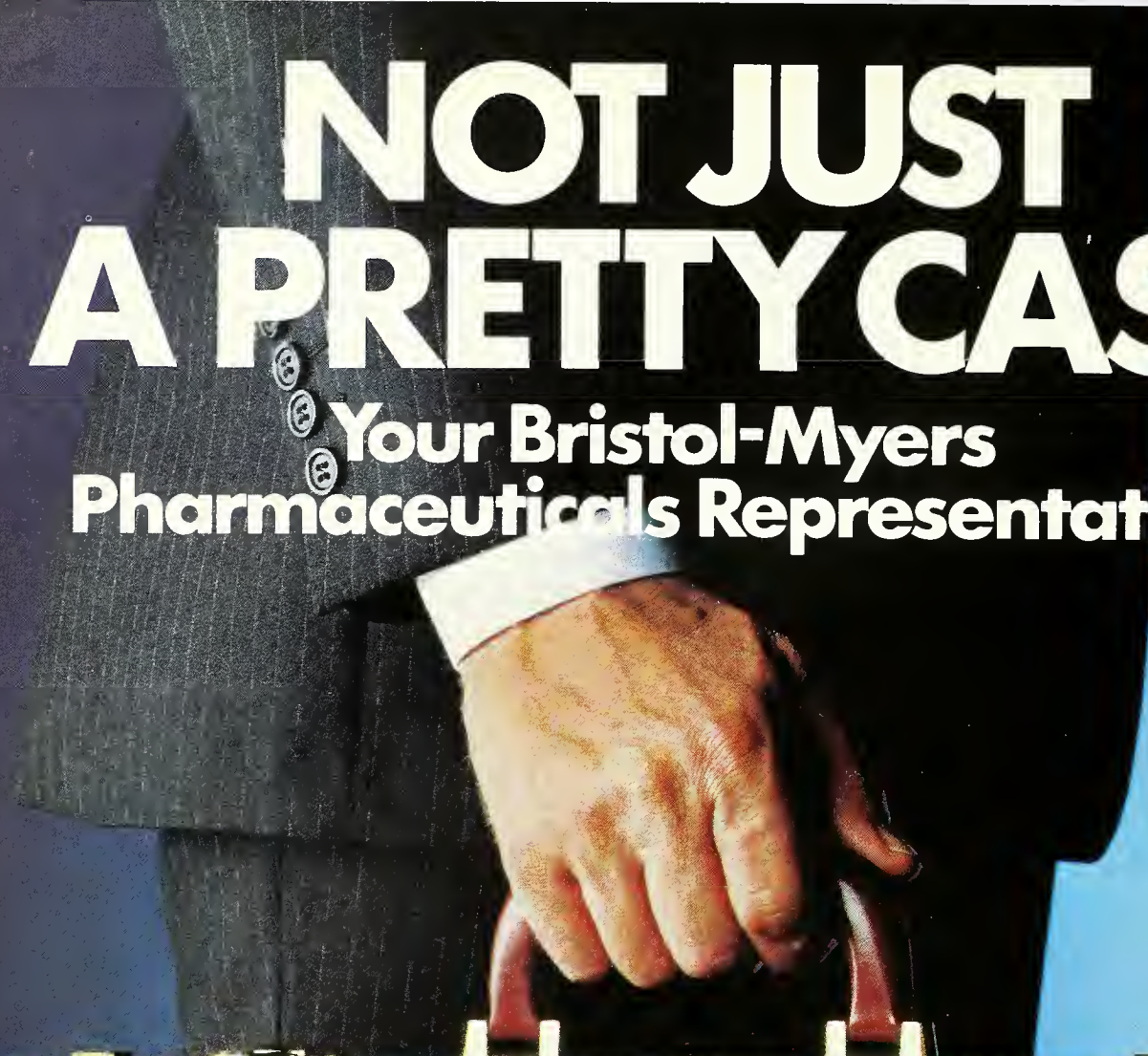
good products for you
and your customers.

Active Ingredients: Diphenhydramine Hydrochloride B.P.
Ammonium Chloride Ph.Eur, Sodium Citrate Ph.Eur, Menthyl B.P.
Product Licence: 0018/5090
Parke Davis & Co., Pontypool, Gwent NP4 0YH.

Further information and data sheet available on request.
*Trade mark R82156

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Pharmaceuticals Representative**



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As one of the largest, most authoritative and most technologically advanced pharmaceutical companies in the world, Bristol-Myers supports a wide spectrum of medical research.

Whether the representative who calls on you is from our cardiovascular division, our oncology division, our nutritionals division or our antibiotics division, he will be able to offer you excellent terms, backed by his specialized knowledge and the formidable resources of Bristol-Myers. He's not just a pretty case.

Bristol-Myers Pharmaceuticals Representatives.
Specialists in their field, to help you specialize in yours.



BRISTOL-MYERS PHARMACEUTICALS

A division of Bristol-Myers Co. Ltd.,
Station Road, Langley, Slough SL3 6EB. Telephone: Slough 44266

A place — but at the right price

Vestric's year-round Philips range comprises seven men's shavers, four lady shavers, six hair dryers and "assorted hair styling equipment." They allow some extra discount at Christmas on the items most suitable as gifts. A start, but even Philips concede that the consumer needs choice at point of sale.

But in reply to *C&D*'s question "Do you see a future for the chemist in electricals and for pharmaceutical wholesalers as a prime source of supply?" Vestric were less than optimistic.

"Research among our own customers shows that the answer could certainly be yes — if chemists could buy the goods at prices with which he could compete with, for example, the big discount houses, and provided wholesalers could buy at a price which gave retailers a reasonable profit margin. At the moment pharmaceutical wholesalers do not have the buying power. But customer demand indicates a great opportunity."

Exclusive lines

Proving that the demand exists, North London electricals wholesalers BDC did very well when they expanded into the chemist market two years ago, but inevitably they found themselves supplying some who were after exceptional service rather than exceptional sales. Last year, therefore, they consolidated their chemist business and now have a "totally active" mailing list.

However, chemists mean enough to the company for it to take on exclusive distribution of a number of products of particular interest — such as the Tefal Waxaway hot-wax depilatory, the Astrodent battery-powered toothbrush and the Astrotherm digital thermometer. The latter has been a considerable success and there is now a professional interest from dentists who are able to use it to

check temperatures in different parts of the buccal cavity and thus locate inflamed conditions. Currently retailing at £18.98, the product could have volume potential if the price could be lowered a little, BDC believe.

A new line in the pipeline for the coming Autumn is the Astropulse. This straps to the wrist and has a lead to a finger cuff; in action it combines a pulse record with a digital watch mechanism, thus allowing the wearer to monitor certain exercise parameters such as cardiac recovery time, or to limit, say, heart rate, while taking exercise — the instrument emits one sound whilst the preset levels are maintained but issues an audible warning if they are exceeded. Such monitoring is expected to provide safety benefits for the older "jogger", for example, while the young will find the instrument an appealing novelty and an ideal present.

However, it is not only as a retailer who can get specialist products off the ground that BDC see the chemist in electricals. Marketing manager Richard Tomczyk believes that a new era in consumer thinking is due in the next year or two: "People have been buying on name and price rather than on product features," he says. "But I believe we are beginning to move back to a situation where margins can be increased, allowing the specialist retailer to create a market for himself in his own High Street."

In particular Mr Tomczyk suggests that chemists have a golden opportunity to pick up lines representing new technology and through these to establish themselves as electricals specialists — lines such as the above-mentioned products which represent something new in medical technology, and the recently-introduced Braun Independent gas-powered hair styling range (*C&D* June 6, 1981).

Boots' success with electricals is seen as significant since it conditions the

Continued on p233

Boots take the "electricals retailer of the year" award for 1981



IT TACKLES THE TICKLIES



Benylin* Fortified Linctus

pecially formulated for the dry, tickly cough. The proven antitussive Benadryl* (diphenhydramine hydrochloride) is fortified by another proven cough suppressant, dextromethorphan hydrobromide. It's one of the most effective treatments for dry irritating coughs, and a rewarding recommendation for the pharmacy as well.

PARKE-DAVIS
part of the Warner-Lambert Group

good products for you
and your customers.

Active Ingredients: Diphenhydramine Hydrochloride B.P.
Dextromethorphan Hydrobromide B.P.; Sodium Citrate Ph.Eur.
Menthol B.P. Product Licence: 0018/0111
Parke-Davis & Co., Pontypool, Gwent NP4 0YH

Further information and data sheet available on request.

*Trade mark R82156

**Our name is your guarantee
of natural purity**



**...our range
is your way to
healthy profit**

From the sole distributors of the world-famous green-lipped mussel extract, McFarlane's SEATONE, comes an ever-growing range of selected natural food supplements.

Oystertone: 100% pure, natural extract of cultivated Pacific Oyster. Suggested retail price £5.95 for 48 x 330 mg capsules.

Spirulina: The high-protein, "superfood of the '80's", a source of many vitamins and minerals. Suggested retail price £3.45 per pack of 60 x 500 mg tablets.

Ginseng: The ancient natural herb root experiencing a modern revival. Our own guaranteed Siberian Ginseng selling at £2.69 per pack of 30 x 600 mg super-capsules.

Hairtone: A natural food supplement containing many essential vitamins and minerals. Suggested retail price £1.89 per pack containing a 30-day supply of capsules.

Your Dietary Specialities wholesaler will give you the full story on this growing range – and how to benefit the health of your business, the natural way.

Dietary Specialities
natural food supplements...pure and simple

Natural Food Supplements



Boots example can be followed

consumer to expecting quality service from the chemist in this market. Indeed, so successful have Boots been that they were recently presented with the Philips Hostess Golden Award as "Electrical retailer of the year" for 1981. The award is judged by the Small Electrical Appliances Manufacturers Association and the citation referred to Boots' "conspicuous evidence of sales success and professionalism throughout product promotion, display, staff training, advertising and customer care".

Concerning the more established products, Richard Tomczyk suggests that lady shavers are already a "phenomenal" market for chemists. "They will rival the men's shavers for which the market is already at the youth and replacement stage, whereas the ladies' market is all new business. In hair care too new marketplaces are being created, with dryers moving up to 1000 watts-plus and at the opposite end providing junior models selling-in at as little as £3 trade".

BDC have revised their trading conditions since *C&D's* last report, with a reduced minimum drop of £100 within a 30-mile van delivery radius of their North London warehouse, and an increase to £250 for deliveries up to 50 miles. A 24-hour turn-round of orders is still usually the rule, and quotations will be given for despatch beyond the area covered by the company's van fleet.

Has the shake-out of customers cut back on BDC's chemist business? Far from it — numbers have increased by some 35 per cent since the pruning and all are active. "Those who have stayed seem happy because they keep coming back for more," claims Mr Tomczyk.

UK takes the lead

Philips both confirm and link BDC's references to lady shavers and Boots. The ladyshave market was developed in Great Britain, says Barry Coldbreath, and more have been sold here than anywhere else in the world. UK sales in 1981 will have been around 900,000 compared with 270,000 in 1977 — and contrast with something like half a million currently in the USA. Much of the increase has come through Boots — "it is a classic example of manufacturer and retailer developing a market together. It also proves the opportunity that exists for the chemist."

Mr Coldbreath nevertheless understands that independent chemists may be sceptical about investing in what may appear to be comparatively slow-moving lines but he points out that investment need not be uniform year-round. The pre-Christmas period accounts for 40 per cent of men's shaver

sales and 50 per cent of ladies'. However, now is the time to be thinking about making a start in the market (there is a slight Spring peak to look forward to, particularly in battery operated products for holiday use) as this will allow the potential to be judged in advance. It will also show whether it is worth taking advantage of Philips' co-operative advertising support — they will pay (depending upon the space taken) for up to 70 per cent of the cost of local advertising featuring their products.

As a start in electricals, Mr Coldbreath recommends shavers, represented by a higher price rechargeable, a medium-price mains and a battery model in men's, and a mains and a battery lady shaver. If possible add hairdryers and electric blankets.

If an electricals wholesaler is chosen as the source then it is possible to offer a choice of brands; if Sangers Agencies or a Philips-only wholesaler is used, then the order value can be made up in products other than electricals.

It is perhaps unfair to judge competitive pricing on only one item, but earlier this month we checked on the selling price of the popular Philips II33 men's shaver (which we have previously used as a yardstick). Boots were charging £24.95, Argos £22.49 (a "sale" reduction from their usual £23.99).

Possible buying prices? Sangers Pharmaceuticals (one other wholesaler which does at least stock a range of electricals) were offering at a pre-Christmas "bonanza" price £19.30 excluding VAT, and the January *BDC Times* offers at £18.77 excluding VAT.

Happy ending

As stated earlier, there seems little chance of making traditional margins if the competitive multiple is almost next door, but at least it does now seem possible to get within range. When we started this series, most of the evidence pointed to it being cheaper for the chemist to buy from a multiple at retail than through the trade channels then generally open to him. And that must be a move in the right direction, even if there is still some way to go before prices, margins and distribution achieve a healthy stability.

But the proof of the pudding is in the eating, and as this feature went to press Sangers Agencies sent us a letter just received from an independent chemist in Southern England. Writing to claim Philips' contribution to his local advertising, he states: "The SAL concept has given us the confidence and prices to sell electricals and I report that we had a complete sell out of your products. We shall most definitely be continuing to sell your range this year". ■

IT COMFORTS THE KIDDIES



Benylin^{*} Paediatric

specially formulated to treat coughs in children up to 12 years, with a pleasant and very acceptable raspberry flavour. Most parents know how well Benylin Paediatric does its job, and when you recommend it you'll be giving them a good night's rest as well as the child.

PARKE-DAVIS

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good products for you
and your customers.

Active Ingredients: Diphenhydramine Hydrochloride B.P.
Sodium Citrate Ph.Eur, Menthol B.P. Product Licence: 0018/0067
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...and now the **GOOD NEWS!**

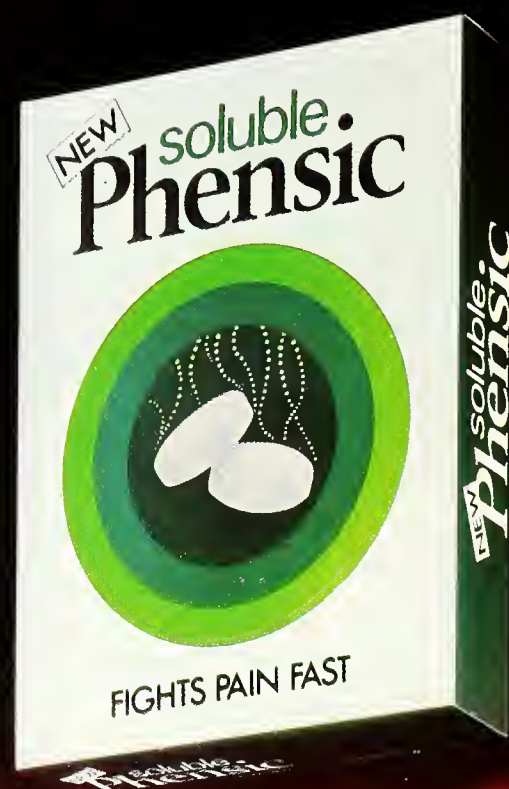
Profit from high speed relief!

Speedy to bring relief. Speedy to sell...that's Soluble Phensic, Beecham's new entrant into the fastest growing analgesic sector.

Consider the facts.

Clinically, new Phensic has demonstrated an absorption rate twice that of traditional aspirin. In test market it captured over 70% of the soluble sector which, last year alone, increased 25%. And it's backed nationwide by a massive £1,000,000 TV campaign.

Order Soluble Phensic now. Use the displays, use the dispenser and profit fully from this super-fast seller in a fast growing market.



£1 MILLION
TV LAUNCH

BEECHAM HOME MEDICINES
Good news for sales

Booklet deserves to be read . . .

How sad to read your editorial comment, and the letter from Mr Jenkins, about the latest addition to the range of Family Doctor booklets. Your objections seem to me to stem more from knowing who the author is than from criticism of the contents of this unexceptionable little book, which is full of common sense about the use of medicines, and deserves to be read.

That its author is so totally ignorant of the role played by the pharmacists of this country, and speaks elsewhere from an entrenched position of antagonism towards us (after all, we represent a threat to the icing on his cake) should not drive us into embattled positions ourselves. The Dr Lewis's of this world are not worth the indignity of refusing to stock what is a perfectly reasonable addition to the Family Doctor booklet range.

Incidentally, stocking these booklets is not and never has been a predominantly commercial exercise, and I should like to think that I am not the only stockist who thinks of it as an integral part of the drug information service which we should all be trying to provide.

T. J. Telford
Plymstock, Devon

. . . patients urged to seek advice

Your correspondent Keith Jenkins (January 23), referring to the editorial on the Family Doctor booklet "Is Your Medicine Really Necessary?" has misconstrued the reference to pharmacists. The author in fact encourages patients to seek advice and help from a pharmacist as and when appropriate — and the decision on when this applies must be taken by the patient.

Notwithstanding the disagreement mentioned in your correspondent's letter, all of us — doctors or pharmacists, contractors providing primary services or manufacturers — should have a responsible attitude towards the correct use of drugs. It is also our responsibility to instil a similar attitude in the general public. It is not disputed that doctors and pharmacists should advise patients or potential customers that no drug at all is indicated in the treatment of certain self-limiting or even non-existent conditions. The booklet sets out to explain why. However, the booklet also explains why it is that some medicines are certainly

necessary, or even essential.

I hope Mr Jenkins will reconsider his decision not to display Family Doctor publications in his shop. All of them are designed to help the public understand different aspects of medicine and health, and are specifically channelled through chemists as their only outlet, other than by post from the BMA.

Dr Frank Wells
Under secretary
British Medical Association
London WC1

No right to exist

Mr Keith Jenkins quotes Dr John Lewis from a *Pulse* article in which he is rather rude about the Rural Pharmacists' Association exposing the "bolt-on-goodie" of doctors' dispensing, guaranteed to supercharge a flagging bank account! The factual comparative costs detail in the recent memorandum on doctors' dispensing, circulated to Local Pharmaceutical Committee secretaries by Pharmaceutical Services Negotiating Committee, estimated £13.97 million additional cost of the 18.7 million prescriptions dispensed by doctors in 1980. This figure includes £9.63 million over-reimbursement of overheads, £2.79 million underdeduction of discount and £1.55m pension contributions. It does not include the £140,218 lost in prescription charges for personally administered drugs (flu vaccines etc). No wonder Dr J. Lewis wants pharmacists to "shut up".

If only one simple fact could be grasped by the doctors — and indeed some pharmacists at the Society. Leaving aside all the detail and statistics we are asking not for a closed shop but the right to exist. Much pressure is being applied to train drivers to change a rule dating back to 1915 concerning their eight-hour day. I hope the historical lesson can be applied to the mile limit rule and dispensing doctors.

It is estimated that 7,000 people are necessary to ensure that a pharmacy is economically viable. Pharmacists are only allowed to dispense for patients living within one mile of the pharmacy "as the crow flies." By this outdated rule all else is fair game to doctors.

It is impossible to cram 7,000 population into high rise flats or any system of housing around any pharmacy in the country within an area one mile radius. Therefore, unless this is challenged and a five km limit imposed, then pharmacy as a profession has no right to exist. The regulations deny it, the doctors only allow it out of kindness of their hearts, for Clothier is so wet we would drown without a sound being heard.

It should be noted that a three-mile limit is considered reasonable for children before buses are provided for school journeys from home. I would hope that Dr J. Lewis will now see what the shouting is all about and that the Pharmaceutical Society will act in the interests of its members as required by its charter.

R.N. Thomas
Holyhead, Anglesey

Yadil memories

References to the "Yadil scandal" (*C&D* December 12, 1981, and January 23, 1982), have certainly sparked a few memories at PAGB, leading me to delve into the painstakingly, beautifully handwritten minutes of our executive committee meetings.

The first mention of the infamous product appeared in 1923, when the executive committee considered the product claims of their member, Clement and Johnson Ltd, to "cure" consumption. The committee immediately decided that this claim contravened the rules of PAGB, which stated: "Preparations must not be advertised or recommended as a cure for diseases or conditions which are generally recognised as incurable by the simple administration of drugs".

Following a conglomeration of discussions, meetings and correspondence, the Association suspended the company from membership. Consequently, Clement and Johnson Ltd resigned from the Association before the *Daily Mail* exposed the "scandal" in 1924. Interested historians could visit our office to see the notorious "Yadil book", which is in our library.

The "Yadil scandal" was just one of the reasons that led PAGB to introduce its code of advertising practice in 1936, which required members to submit all advertising material before publication to ensure that it complied with the code. The Association also established a panel of eminent doctors to consider medical recommendations.

One of the problems faced by the Association was the question of new products. All new formulations were referred to the medical advisory panel, which met to consider whether the product was safe and effective for its purposes, to agree cautions and warnings for labels and to decide the recommendations that were appropriate. This system of medical appraisal, operated wholly by PAGB, continued until 1964 when the industry agreed to the formation and arrangements for submission of all new formulations to the Dunlop Committee.

John Wells
Executive director
Proprietary Association of Great Britain
London WC1

Continued overleaf

'Standstill' proposed in rural dispensing

A two year rural dispensing "standstill" has been suggested to the Department of Health and Social Services. At the January meeting of the Council of the Pharmaceutical Society of Northern Ireland a letter from the Pharmaceutical Contractors Committee was read stating that it proposed to recommend the standstill in order to allow further discussions to take place following those held in September 1981.

A meeting of representatives of the Council, Ulster Chemists Association and Pharmaceutical Contractors Committee had met to discuss the granting of financial assistance to pharmacies in sparsely populated areas, Mr Kerr said. A worthwhile discussion had taken place and agreement reached about the information to be obtained to permit

proposals to be drafted. The representatives would hold another meeting in February.

A letter from the Department of Health and Social Services was read concerning the charges to be imposed, and the form of licence to be used by Boards leasing accommodation in health centres to pharmacists. The letter referred to the agreements reached at a meeting held on June 4, 1980, where it was decided that the annual rates charge for a pharmacy in a health centre should be calculated on the basis of the total rate charge multiplied by the proportion of the area the pharmacy occupied. It now appeared that rates varied for different areas in health centres depending on the purpose for which an area was used.

The letter suggested that the Society

should arrange an early meeting with the Valuation Office with a view to arranging an acceptable method of assessing rates for pharmacy accommodation in health centres, possibly on the basis of the number of prescriptions dispensed as in the case of rental charges. The Department hoped to have the new arrangements introduced from April 1, and asked for the Society's comments by February 12. The secretary said that if a meeting of representatives of pharmacists and companies involved were to be held it was unlikely that the Society would have its comments ready by then.

Benevolent Fund accounts

The accounts of the Northern Ireland Chemists' Benevolent Fund for the year ended December 31, 1981, were presented by Mr McIlhagger, who said that 526 members had, in response to the president's appeal, contributed £3,581.15. With interest on investments and other donations the total income amounted to £6,866.25. Grants made during the year totalled £3,557. The president said that the response from the

Continued on p241

LETTERS

Continued from previous page

Supervision

"The law is an ass." I wonder how many fellow pharmacists echoed this aphorism when they read, first of the farmer prosecuted for failing to examine properly each of his 20,000 battery hens each day — and secondly, of the pharmacist prosecuted and arraigned before the Statutory Committee for failing to supervise properly the sale of Codis tablets.

I see a close analogy between these two cases. In both, the object of the law is praiseworthy, but equally it is not possible in all honesty to achieve. When this very point was put to the chairman of the Statutory Committee, Sir Carl Aarvold replied, so we are told: "The law is the law," which really is a too simplistic approach. The law (and the way it is enforced) requires interpretation, which is one reason we have Courts of Appeal.

Just what is meant by "supervision"? From the reports I have read of recent deliberations of the Statutory Committee, it seems to me that if I become aware that a "P" item sale is imminent, I must drop my spatula with the aid of which I am about to weigh out 300mg of diamorphine hydrochloride for incorporation in mist terminalis, dash to the counter, before the customer (?agent) grabs his purchase and

leaves the shop, note the item and scrutinise the customer, so that when the inspector returns a little later, I can aver with confidence "Yes, the man in a check cap and red tie purchased a tube of Pyorex toothpaste."

The unfortunate pharmacist mentioned above was unable to tell the inspector which item had been the subject of the test purchase. Frankly I am not at all happy about the way the Society seeks to enforce this particular regulation and I believe many members feel as I do.

What perplexes me is the apparent fact that the same word "supervision," in the same Act, has a different interpretation when applied to a retail sale in a pharmacy, and to the supply of a POM by a doctor's receptionist. The doctor may supervise from the next county (or even the next country), while the pharmacist must be within say three feet of the action. Clovis

Light on an offer

I had a visit from the L'Oreal (Golden Ltd) representative recently, and I feel sure your readers will be interested in the details of one of their offers. This consists of a special 120ml offer pack of Elseve rinses with eight of each variety in each pack. The price quoted is £9.85 per pack, but the sales brochure and the representative tells one that if you buy two packs, then one more is given free.

This would appear to reduce the price to £6.57 per pack. A reasonable person being told this would think it rather a good bargain, but do not mistake the

meaning of the offer. The third pack is indeed being given free, but in this case you will be charged at the *basic* rate for the two packs charged (ie £13.86) which will give a netted down price per order of three packs of £9.24 per pack, and represents about 6 per cent discount for buying 6 dozen bottles instead of 2 dozen.

Ronald Jackson

London WC1

□ L'Oreal's Alan Richardson replies: "I feel that the misunderstanding has occurred because your correspondent takes £9.85 as his starting point. As with all of our products, the basic price is the list price which is quoted quite clearly on the sales brochure at £6.93 per dozen, ie £13.86 for the special display unit. As the sales brochure goes on to explain, the offer is simply buy two packs and one more is given free. This nets the price down to an effective £9.24 per pack (£4.62 per dozen), a discount of 33 1/3 per cent.

"However, the reason for the £9.85 price is quite simple. L'Oreal are investing in a massive national television campaign on conditioners, starting at the end of February. In order for this campaign to have effect we must have the widest possible distribution base and, accordingly, we want everybody to have the opportunity to buy the product and benefit from the television expenditure. Inevitably, some people would say that buying two packs and getting one free would represent an unacceptably high level of stock buying and, therefore, for people who cannot buy two packs we are introducing a flat price on purchase of one pack of £9.85, representing a discount of 29 per cent from list price." ■

THE MAIN LINE TUBE. CATCH IT.



- The unique cleaning formula specially for dentures.

- A paste that removes even tough stains, leaves dentures really fresh.

- Proven advertising formula – a powerful National TV campaign to put fresh energy into sales. Breaks February 15th.

- 1982 media spend is double 1981. Order now. It could mean double your sales and double your profits.

- Don't miss the tube. Catch it.

Third win in close Dec



Ron Merish (left) and Eric Payne of Forest Photographic, Walthamstow, receive the December Kodak Award for Quality.

or Forest mber finish.

Forest Photographic of Walthamstow
ve themselves a splendid Christmas
esent by winning the December
dak Award for Quality.

This makes the third month this
ar that they have won the coveted top
ce in the scheme, so hotly contested
independent photofinishers
roughout the country.

The East London giant killers first
n in July (sharing the top place on
at occasion with Napcolour Chester).
ey came first again in September and
w they have scooped the pool in the
t month of this year's contest.

Forest Photographic was founded
me ten years ago by co-partners Eric
yne and Ron Mersh and began life as
etail shop.

The firm has expanded considerably
nce those early days and now serves
arge number of photographic outlets
East and Central London.

Forest Photographic is proud to
ntinue to serve a number of regulars,
th amateurs and professionals, who
er the years have moved away from
e locality, but who continue to make
e journey back to Walthamstow to
ve films processed through the shop.

Commenting on his success, Ron
ersh of Forest Photographic said:

"High quality is something that we
are always striving for at Forest
Photographic. It is a great reward for
our team here at the laboratory to win
the Quality Award for the third time in
1981 and, of course, to be the only
laboratory in the country to have
achieved this remarkable feat last year."

The other laboratories in the "Top
Ten" for December were:

Addy's (Boston) Limited.

Grunwick Processing Labs Limited,
London.

R.H. Williams, Haverfordwest.

United Photographic Laboratories
Limited, Downton.

Scottish Colorfoto Limited,
Alexandria.

Napcolour Limited, Liskeard.

T. Cooper (Harrow) Limited.

Napcolour Limited, Chester.

B. Alan Freegard Limited, Poole.

The Kodak Award for Quality

The competition is open to all independent
photofinishers who use Kodak 'Ektacolor'
Paper and formulated chemicals. Kodak and
its subsidiary companies are excluded.

All photofinishers who regularly and
continuously return full sets of quality
monitoring strips to the Kodak Finisher
Monitoring Service are automatically included
in the scheme, which ran from April to
December, 1981.

Smile. It's on 'Kodak' paper.



Kodak and Ektacolor
are trade marks.

'Intimidation' led to unlawful sales

A Wandsworth (South London) pharmacist told the Pharmaceutical Society Statutory Committee last week that he had been attacked and stabbed in his shop after he stopped supplying Phensedyl to drug addicts.

Although sympathetic to his difficulties, the Committee ordered that Mr Jujhar Singh Plaha be struck off the Register for unlawfully selling Phensedyl and Tenuate Dospan.

Mr Josselyn Hill, for the Society, said massive sales of Phensedyl came to light after the sister of a young drug addict reported Mr Plaha to Society inspectors. The inspectors checked supplies purchased from wholesalers against NHS prescriptions at his shop and discovered a surplus of 329 litres over a nine-month period.

Supplies of Tenuate Dospan were also investigated, revealing a discrepancy of more than 10,000 tablets.

Mr Plaha told the Committee that when he took over Shilling Chemists shop in 1978 he refused to supply Phensedyl without a prescription. But later he was

threatened by addicts that his shop would be wrecked, and his family was abused until he co-operated. One night his shop window was smashed by two bricks before he agreed to supply the Phensedyl.

He said he first sold Tenuate Dospan to a regular customer on a prescription, but subsequently supplied 30 tablets to the customer each time he came to the shop without a prescription. He added that most of the slimming tablets were sold to a Nigerian medical student for export.

Mr Plaha said he stopped supplying Phensedyl in June 1980, and was attacked in his shop on August 1. "I was stabbed three times and was in intensive care for ten days. My spleen was removed, and my liver had to be stitched up", he added.

The chairman, Sir Carl Aarvold, said the Committee appreciated the difficulties that Mr Plaha found himself in, the area in which he lived, and the genuine fear of violence he may have undergone. But, taking everything in his favour, the Committee had no doubt where its duty lay, and his name should be removed from the Register.

Drink problem leads to striking off

A Cheshire pharmacist, who had admitted drinking half a bottle of vodka or gin a day and is now receiving hospital treatment for his drink problem, was ordered to be struck off by the Committee.

The chairman, Sir Carl Aarvold, said that there could be no doubt that Mr Kenneth Lowe, of the Bache Pharmacy, Upton, was at present both a danger to the public and to the profession. It was the tragic case of a man who had given great service as a pharmacist to the community in his area.

The Committee was inquiring into Mr Lowe's conduct on a complaint by the Society's Council that in the period October 8-10 last year he was incapable of conducting a pharmacy, because he was under the influence of alcohol and/or drugs. The Council also alleged that Mr Lowe had been the subject of several similar complaints during the past six years.

Mr Josselyn Hill, for the Society, told the Committee that in the past Mr Lowe had admitted that he had a drink problem and had promised to get treatment, but had failed to do so. Matters came to a head last October when, following complaints about him, a Society inspector

and the vice-chairman of the Cheshire Family Practitioners Committee paid a visit to his pharmacy and found him incapable of carrying out his duties.

Mr Lowe later admitted to inspectors that he drank half a bottle of vodka or gin a day and also drank beer. He also admitted that he was taking Serenace four times a day and two Mogadon tablets at night and had been doing so for years. Pharmacists would know the danger of drinking alcohol when taking those drugs, Mr Hill said.

Mr Gordon Appelbe, head of the Society's law department, explained that it had not been possible to take action against Mr Lowe before, because complainants, including doctors, had not been prepared to substantiate their allegations in the form of evidence.

Mr D. O. Diamond, for Mr Lowe, said that he had recently been admitted as a voluntary patient at the drug and alcohol centre of Moston Hospital, Chester.

Mr Diamond appealed to the Committee to defer its decision until Mr Lowe's course of treatment had been concluded. He was empowered, he said, to give any undertaking the Committee required. Mr Lowe, said Mr Diamond, had been under a great deal of pressure over the years, and his first marriage had ended in divorce in 1975. He had served the local community well.

CD theft

A 25-year-old Manchester pharmacist who admitted stealing 400 Diconal tablets from his employer for his own use was reprimanded by the Statutory Committee last week. Mr John Szpila told the Committee that he used the tablets to relieve mental stress, which had started to build up when he was "cramming" for his final exams at Manchester University.

The chairman, Sir Carl Aarvold, said that the Committee thought it right to take the risk of not removing his name from the Register, but to reprimand him for what was a very serious offence.

Mr Szpila, who now works as locum pharmacist, appeared before the Committee following his conviction at Manchester City Magistrates Court in November 1980. He had then pleaded guilty to the theft and unlawful possession of 400 Diconal tablets from a Cheetham pharmacy, where he had been employed, and was put on probation for two years.

Mr Szpila told the Committee that after leaving university his mental state gradually got worse and he had to force himself to work. He said that he felt he had to get some relief, but, instead of going to a doctor for treatment, he started taking Diconal, which was a ridiculous step.

It was not until August 1980, that he went to see a psychiatrist, who prescribed a course of treatment and within a few weeks got him off Diconal. Since then he had never been tempted to take any drugs, and the panic state of mind had left him, Mr Szpila said.

The case had been opened before the Committee last November, and it was then adjourned to give Mr Szpila, who had sent a written explanation for his actions, a further opportunity to attend.

Poppy heads not accounted for

Large stock deficiencies were uncovered when Society inspectors investigated the records of a Southall pharmacy, the Committee was told.

Checks on 42,000 prescriptions against wholesalers' invoices dating back to 1978 showed that 5,000 poppy heads containing minute traces of morphine and 3,700 codeine phosphate tablets could not be accounted for at Sherry's Chemist shop in South Road, said Miss Kay Wingfield, for the Society. Both products, she added, were prescription-only medicines.

The Committee was hearing a complaint of professional misconduct against Mr Leon Kuperberg, the company's superintendent pharmacist, in

relation to the missing stock and allegations that certain prescriptions were not dispensed lawfully, or not marked with the date on which they were dispensed.

Miss Wingfield said Mr Kuperberg and the company were each convicted at Willesden Magistrates Court last September of eight offences involving the unlawful sale or supply of controlled medicines and each were fined a total of £1,600 (later reduced to £1,000 on appeal) with £200 costs.

She said these offences came to light following a visit by inspectors to the shop in December 1980. They found that the business was being run by two teenage boys who were unlawfully dispensing and selling medicines to customers in the absence of a pharmacist.

One inspector, Mr Samuel Williams, said he understood that Mr Kuperberg was the only British buyer of imported French poppyheads. These were not the same poppies from which opium was extracted and were normally made into a soothing tea-like beverage. "I have been told there had been a problem in Southall with poppy heads."

He said Mr Williams understood that the poppy heads which cost Mr Kuperberg between 20 and 30p each, were sold for £1 to £2 each. Mr Williams added that when Mr Kuperberg was questioned about the stock of poppy heads which could not be accounted for, he blamed vermin and theft from his premises on two occasions. He claimed that some of the stock had been destroyed because of damage.

Mr Kuperberg told Mr Williams that he had sent codeine phosphate tablets to an aunt in South Africa and also took them for a personal medical condition. The hearing was adjourned until February 23.

'Difficult to find fault'

A pharmacist from Hutton near Brentwood, was cleared of any blame for the unlawful sale of a restricted medicine at a West End pharmacy. The Committee was told that Mrs Barbara Gregerson was the superintendent pharmacist of L.A.N. Curie (Chemists) Ltd, of Edgware Road, until January last year.

For the Society, Mr Josselyn Hill said she was on holiday in Spain when a Society inspector was sold a bottle of Hill's bronchial balsam in the absence of a pharmacist in August, 1980. The sale was made by a pharmacy student and the son of Mr Laron Curie, a director of the business. The company was subsequently fined £150 and ordered to pay £75 costs after the offence was admitted.

Mrs Gregerson said she had been the superintendent pharmacist ever since the shop opened some 30 years ago. In May 1980 she went for a long holiday in Spain, leaving behind a resident pharmacist and very reliable staff to carry on the business.

"Soon after I arrived in Spain I received a message from Mr Curie saying that the resident pharmacist had handed

in his notice. I told him that he would have to advertise for a replacement," said Mrs Gregerson. She had to cut short her holiday and fly back on August 20, after she heard of the unlawful sale and was told that a replacement pharmacist had also resigned and left before working out his notice.

The chairman, Sir Carl Aarvold said the Committee felt that the conviction at the magistrates' court against the company was enough to mark this matter and they proposed to take no further action. He added: "It would be really difficult to find fault with any action Mrs Gregerson took. Indeed, as soon as she learned that some offence had been committed she broke off her holiday and returned to see what she could do to help. We have no hesitation in saying that no further action should be taken against her."

'Squirrel complex'

The Committee decided to take no further action against a Glasgow pharmacist who was said to have made efforts in recent months to bring his premises up to the required standard.

The Committee had been told by Mr

PSNI COUNCIL

Continued from p236

membership had been splendid. It was now necessary for the Fund's committee to increase the grants given: in 1980 the amount received by way of interest on investments had exceeded the total disbursed. Unfortunately this was not so in 1981 when the total grants exceeded interest received by some £500. In reply to a question, the president said the letter of appeal for support for the Fund sent out each year with the retention fee form contained details of the total of the grants made during the previous year. He paid a tribute to the members of the committee who visited those in receipt of aid.

The request of Dr Kenneth Kerr for the use of the Society's lecture hall on the evening of February 4 and March 4 for a meeting of the Northern Ireland Homoeopathic Society, and for a lecture to pharmacists on homoeopathic medicine was granted. The secretary said there seemed to be considerable interest amongst pharmacists for information about homoeopathic medicines and he had had a number of inquiries about the date of Dr Kerr's lecture. It had originally been proposed to include the lecture in the post-qualification course presently being held but had later been excluded.

Attention was drawn to the present series of evening lectures of which the following remained: February 9; "Lung Cancer" by Professor W. S. Lowry.

February 16; "Common respiratory infections" by Professor W. G. Irwin. These will be held in the South lecture

Alan Davidson, a local Society inspector, that part of the problem was that Mr Alan Chalmers had a "squirrel complex". He had a habit of keeping almost every medicine "just in case it was called for." Mr Davidson said that since May — the Committee then adjourned the case to give Mr Chalmers an opportunity to clean up his premises — Mr Chalmers had made significant cosmetic improvements at his pharmacy.

"But there is still a great deal of work to be done in order to ensure that all the dispensing stock is in-date, clean and tidy", he added. Unfortunately, many of the medicines on the shelves were still covered in dust and grime.

The chairman, Sir Carl Aarvold, said that since May, when the pharmacy was in a very poor, almost shameful condition, Mr Chalmers had made an effort to improve it. The Committee had no doubt that the Society's inspectors would continue to urge him to better efforts.

The complaint about the condition of the pharmacy had been made by the Society's Council on the grounds that it was a potential danger to the public and could bring the profession of pharmacy into disrepute. ■

room, Medical Biology Centre, Lisburn Road, Belfast.

In addition the following have been arranged and will be held in the Department of Pharmacy, Queen's University of Belfast: February 8; afternoon seminar on "Computers in Pharmacy". February 24; lecture on "Recent advances in Antibiotics" from 3.30-4.45pm. March 10-24; Four afternoon courses on "Respiratory system". Other dates to be announced.

Mr Hunter said that arrangements for the president's dinner to be held at the Conway Hotel, Dunmurray, March 24, were almost complete. He suggested that a suitable artist be engaged for the occasion.

Information was received from the DHSS that new leaflets were being introduced on dental treatment, glasses, milk and vitamins and prescriptions, available to the public at post offices and local social security offices. Each chemist contractor would be supplied with 20 copies of the leaflet on prescriptions.

As a result of a request from the DHSS it was agreed to nominate Professor D'Arcy and Messrs J. Kerr, T. I. O'Rourke and R. J. G. McDonald for consideration when appointments were being made to the Central Pharmaceutical Advisory Committee for the period commencing April 1.

The applications of Anne Marie Spence, 31 Bladon Drive, Belfast BT9 5JL and Vincent Joseph Heaney, 30 Lawrence Drive, Belfast BT7 1LF for registration as students were granted. ■

Bristol-Myers combine subsidiaries

A new organisation, Bristol-Myers Pharmaceuticals, has been set up to combine the resources, and market products previously sold under the Mead Johnson and Bristol Laboratories names.

The company says this is the first step in a major expansion programme. Bristol-Myers Pharmaceuticals will be structured into four operating divisions: cardiovascular, oncology, nutritionals and antibiotics. Extensive interests are claimed in these areas, as well as in orthopaedic and dermatological products, and dental equipment and materials.

A recent American review, says the company, positioned them second in an international listing of the top 100 research and development companies, and the twelfth largest pharmaceutical company in health care. ■

Fisons cut their fertiliser losses

Fisons are to sell their loss-making agricultural fertiliser division to the Norwegian company, Norsk Hydro. Mr John Kerridge, Fison's chief executive, said the company had been looking for a deal for some time.

"We will now be able to devote our efforts to our three growth businesses — pharmaceuticals, horticulture and scientific equipment. All three are growth areas and we have a strong position in the individual markets," he said.

The joint agrochemicals venture with Boots is not involved in the deal. How the sales affects the balance sheet will be known in a month when the preliminary results for last year are published. ■

£8 million complex for Wyeth Labs

Wyeth Laboratories have signed contracts to begin construction of an £8 million development project at their production site in Havant, Hampshire. The complex is to include a new packaging/finishing building and a pharmaceuticals liquid plant.

The building contract, worth £4m, has gone to a local firm of contractors, who expect to complete work on the shell in 18

months. Work can then start on the installation of a further £4m-worth of new plant and equipment.

Commenting on the project, Sydney Whincup, managing director of Wyeth, said the development would allow the company to improve its packaging facility, increase output and ensure job security for the 750 employees at Havant.

Wyeth are also expanding at their Taplow site with an extension to the office administration building. ■

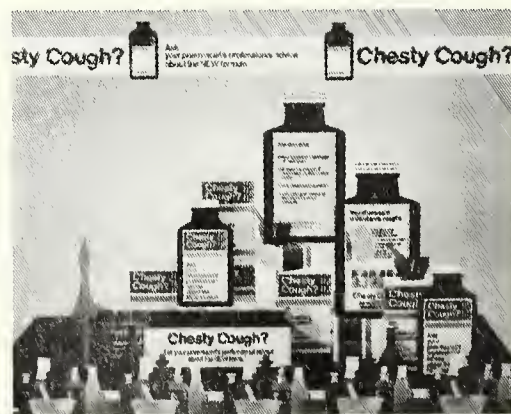
DITB prepare for voluntary training

The Distributive Industry Training Board is still seeking to ensure "the development of genuine and effective tripartite voluntary training arrangements", in discussions with the Manpower Services Commission over the Board's plans for the "orderly wind-up" desired by the Secretary of State for Employment.

The chairman, Mr John Phillips, CBE, said: "The position is that the Board has prepared a costed plan which would give reality to the Secretary of State's expressed wish for an orderly wind-up of the Board's affairs, should voluntary training arrangements satisfy the Minister.

"Members are particularly concerned not to abandon the large number of the trainees in the industry, particularly young people who are currently receiving training funded and monitored by the Board and whose jobs could be at risk — we are seeking clarification from the Manpower Services Commission on a number of points of detail".

Training activities that are continuing while wind-up plans are finalised were given in *C&D* January 9, p70 — they have to be completed by the end of 1983. ■



Well over 1,000 pharmacies have ordered Winpharm's new range of window display material which comes either as a purely "professional" kit, with no reference to products, or as a "commercial" kit, which also promotes Franolyn Expect. ■

Boots chairman optimistic

The future is viewed with optimism by Dr Peter Main, new chairman of the Boots Company. "Admittedly, Boots the Chemists has had a difficult half year, but let's not forget that we are at the bottom of the worst recession since the 1930's. Personally I am confident that we shall soon start to come out of it," he says in the latest issue of the company house newspaper.

Dr Main, whose appointment was announced last May, took over from Sir Gordon Hobday on his retirement on December 31, 1981. He pursued a medical career before joining Boots in 1957 as a medical adviser, and became a member of the board of Boots the Chemists in 1969. He was appointed a main board director in 1973. He is also a member of the Council of the Confederation of British Industry and a former vice-president of the Association of the British Pharmaceutical Industry.

Dr Main sees both sides of the company developing their potential. "It is essential for future prosperity that both retail and industrial are allowed to grow independently, and without detriment to one another. On the retail side we shall strive to maintain and develop our reputation for value and service to the customer; meanwhile the industrial division will continue to place a high priority on research and development." ■

Custom expand to increase production

Custom Packaging Ltd have acquired the lease of a new factory next door to that occupied by their daughter company, Custom Pharmaceuticals Ltd, in Conway Street, Hove. The eventual intention is to carry out the administration and sales activities of both companies from the new premises.

This expansion will allow the companies to meet increased demand, and will also enable them to improve the capacity of their manufacturing and production facilities to include bottle filling and tablet strip packaging.

The Horsham production unit is to be retained for all forms of packaging other than pharmaceuticals. ■

3D cameras in USA

Nimslo International have sold £64.5 million worth of their 3D cameras to the Timex Corporation who already manufacture it for Nimslo at their Dundee plant — the cameras are scheduled to go on sale in the United States in March.

The deal involves the supply of 800,000 cameras over two years to Timex who will act as sole US distributors. ■



Unichem's first ever salesman-of-the-year trophy has been won for 1981 by 69-year old Desmond "Matt" Matthews who covers Central, North-West and South-West London. Matt has been with Unichem 21 years and is pictured (right) receiving the new trophy from managing director, Mr Peter Dodd

'Green forms' for drug monitoring

An independent scheme for monitoring drugs already on the market began its second phase this week with about 10,000 GPs being asked to fill in "green forms".

The Drug Surveillance Research Unit at Southampton University was set up a year ago to develop prescription event monitoring (PEM) — a scheme which aims to detect potential drug hazards by comparing the number of adverse effects occurring in patients on a new drug with the level in patients given an established drug, prescribed for the same condition. The scheme differs from the "yellow card" system, where doctors are asked to report what they think are adverse drug reactions, as in PEM they are asked only to report "events" recorded in the patient's notes without making any clinical judgement about possible causes. An event could be a new diagnosis, admission to hospital or a broken limb, for example.

Dr W. Inman, director of the Unit, says the scheme is not an alternative to yellow cards, which can detect serious, rare reactions, but is complementary. Had PEM been used to compare propranolol with practolol then the adverse effects of the latter drug might have been detected sooner, he believes. Dr Inman was formerly medical assessor to the Committee on Safety of Medicine's adverse reactions sub-committee and he developed the yellow card system.

The first two drugs being monitored are Opren and Lederfen although it is

stressed that there is no clinical reason for choosing them — they will simply provide a good test of the PEM method. The past year has been spent tracing GPs who have prescribed these, with the aid of the Prescription Pricing Authority, and about 10,000 GPs will now be asked to complete forms on the drugs. There will be no remuneration but if any follow-up was needed then doctors would be paid for providing further information.

Plans to look at nine other drugs, including three antihypertensives and three antibiotics are in hand. The Unit is financed by a grant from the DHSS and support from about 25 pharmaceutical companies. Most of the results are likely to re-inforce the safety of drugs being studied, and pharmaceutical companies have been keen to support the Unit. However Dr Inman is anxious to maintain its independence.

About 10,000 patients per drug will be monitored and the estimated cost of each study is £1-£2 per patient. ■

14 month wait for product licences

The average time taken to grant product licences for new chemical entities to be used as human medicines was 14 months during the three month period ending September 1981. There were 14 applications passed during that time, the longest taking 35 months to process and the shortest five months.

There were 135 other applications involving established drug substances, 25 of which were referred to the Committee on Safety of Medicines. They took an average of 16 months to be processed. Those not referred to the CSM took 10 months. ■

the first developer time from six to eight minutes, and as high as ASA 2500 — although with some sacrifice in quality.

The film will be available from April in professional packs of five 36-exposure cassettes, direct from the company. Sale through pharmacies is not envisaged in the near future, but if there is a high demand from keen amateurs, the film may eventually be sold through chemists.

Also new in the range for professionals are two 35mm 36-exposure colour reversal films rated at 100 ASA and 400 ASA, and three colour negative films: 400 and 100 ASA film in the 35mm format, and a 120-format 100 ASA film. All are daylight balanced. *3M United Kingdom PLC, PO Box 1, Bracknell, Berks RG12 1JU.* ■

Briefly

■ **Wyeth Laboratories** have changed their telephone number to 06286 4377. The address remains the same.

■ **Jenson Chemicals Ltd** have moved to larger premises at 12 King Street Lane, Winnersh, Berks RG11 5AS (telephone 0734 785909).

■ **The Boots Company Ltd** will be shortly replacing the word "limited" with the letters PLC — public limited company. The change comes about as a result of an EEC directive which seeks to distinguish between privately and publically owned companies.

■ **The Distributive Industry Training Board** have published "Coach to Succeed" (£1) which sets out to provide a planned guide to management coaching, concentrating particularly on development of the necessary skills and techniques. *DITB, Maclaren House, Talbot Road, Stretford, Manchester.*

■ **Warwick University**, Coventry City Council, and West Midlands and Warwickshire County Councils, are launching a science park on February 15. The park will be on a 24-acre site adjoining the university campus, with an initial investment of over £2 million.

APPOINTMENTS

■ **Ciba-Geigy Plastics and Additives Co:** Mr John Fraser has been appointed corporate managing director [correction].

■ **Unichem Ltd:** Mr Peter Puzey is appointed manager of the Kingston branch. He was previously operations manager at Croydon and joined in 1980 from the building industry.

■ **Addis Ltd** (health and beauty division): Mr John Gretton has been appointed national accounts sales manager. Mr Ken MacLeod is appointed area manager for the Midland region and Mr Tom Frew becomes area manager for Scotland.

■ **Eustace International:** Mr Michael Rogers has been appointed managing director. Mr Rogers has been a director with the Eustace group of companies for ten years, and will continue as a director of Fyne Storefitters Ltd and Shop Refits Ltd. Mr John Hall, previously manager of Shop Refits Ltd, now joins the board of Eustace International.

■ **Glaxo Holdings Ltd:** Mr Raymond Smart, a director of the company's main board, has been appointed chairman of the Vestric and Farley Health Products subsidiaries. Mr Smart is also chairman of the recently formed group subsidiaries of Evans Medical and Glaxo Animal Health, and was president of the Association of the British Pharmaceutical Industry from 1979-81. Mr Smart succeeds Dr A. H. Raper at Vestric, and Mr D. J. R. Farrant at Farley Health Products. ■

'World's fastest colour film'

3M have launched the "world's fastest colour film." With a speed of 640 ASA, 3M colour reversal 640-T film is balanced for tungsten lighting and is said to offer high image sharpness, excellent colour balance and extended exposure latitude.

It is intended for professional use in a wide variety of lighting from studio interiors to sports arenas, circuses, theatres and film sets, and will operate under most tungsten light sources from 2,850°K to 3,400°K. The high speed of this E6-compatible 35mm film may be pushed to 1250 ASA/ISO by extending

Trading quiet

London, February 2: Trading in all sectors of the market was particularly quiet during the past week — a week in which the banks reduced their lending rates by one half of one per cent. Although a step in the right direction the small reduction only brings the base lending rate down to where it stood early in October last and is, therefore, unlikely to spark off any surge of buying interest.

Some imported chemicals are dearer, while others are cheaper than recently. Higher are chloramphenicol, crude iodine and sulphadiazine. Lower are ephedrine, ethisterone, isoniazid and tetracycline. Sodium chloride is dearer by £5 per metric ton for the vacuum dried.

Dearest among essential oils are patchouli, Chinese peppermint and vetiver. Brazilian menthol was sharply advanced on the spot to bring it in line with origin.

In botanicals some balsams were again dearer together with cascara, cochineal, ipecacuanha and sarsaparilla. ■

Pharmaceutical chemicals

Caffeine: BP anhydrous £4.20 kg for 250-kg minimum.
Chloramphenicol: BP '80 £20 kg in 500-kg lots.
Ephedrine: (Per kg), hydrochloride £13.50 in 250-kg lots.
Ethisterone: £280 per kg.
Folic acid: 100-kg lots from £64 kg.
Glucose: (Per metric ton in 10-ton lots) — monohydrate £325; anhydrous £600; liquid 43° Baumé £351.50 (5-ton lots); naked 18-tons £277.50. From October 2
Glycerin: In 250-kg returnable drums £860 metric ton in 5-ton lots; £885 in 3-ton lots.
Iodine: Resublimed £10.20 kg in 250-kg lots; crude £8.25 in 500-kg lots.
Kaolin: BP natural £181.25 per 1,000 kg; light £189.10 ex-works in minimum 10-ton lots.
Magnesium carbonate: BP per metric ton — heavy £820; light £570-£640 as to maker.
Magnesium chloride: BP crystals £1.10 kg for 50-kg lots.
Magnesium dihydrogen phosphate: Pure £2.45 kg in 50-kg lots.
Magnesium hydroxide: (metric ton) BPC light £1,800; 28 per cent paste £550.
Pethidine hydrochloride: 10-kg lots £73.40 kg. Subject to Misuse of Drugs Regulations.
Saccharin: BP sodium, powder £3.60 kg; crystals £3.20, both for 250-kg lots.
Sodium bicarbonate: BP from £156.40 metric ton as to grade in minimum 10-ton lots delivered UK.
Stilboestrol: BP in 25-kg lots, £197.50 kg.
Succinylsulphathiazole: £9.15 kg in 50-kg lots; imported £7 (250-kg).
Sulphacetamide sodium: BP £7.20 kg for 50-kg.
Sulphadiazine: BP 68 £4.80 kg in 250-kg lots.
Sulphadimidine: £4.50 kg for imported in ½-ton lots.
Sulphamethizole: £12.85 kg in 250-kg lots.
Sulphanilamide: BPC '68 £2.50 kg in 1-metric ton lots.
Sulphaquinoxaline: BP Vet £15.92 kg; sodium salt £21.28 in 500-kg lots.
Sulphathiazole: BP 1973, £4.50 kg in ½-ton lots.
Talc: BPC sterilised £701 metric ton in 50-kg; £434 for 1,000-kg lots.
Tartaric acid: £1,795 per metric ton.
Tetracycline: Hydrochloride £15.50 kg; oxytetracycline £14.50 in 250-500 kg lots.
Theobromine: Alkaloid £25 kg in 500-kg lots.
Zinc acetate: Pure £1.43 kg in 50-kg lots.
Zinc carbonate: Pharmaceutical grade £720 per metric ton.
Zinc chloride: Anhydrous powder £450 metric ton, delivered U.K.

Crude drugs

Agar: Spanish £8 kg spot.
Aloes: Cape £1,430 metric ton spot; £1,385, cif. Curacao £3,050, cif.
Balsams: (kg) Canada: Spot quoted at £16; shipment £16.55 cif. Copaiba: £5.50 spot; £5.65, cif. Peru: £9.55 spot; £9.35 cif. Tolu: Spot £5.30.
Belladonna: herb £1.10 kg spot; £1.14, cif; leaves £1.14 kg; £1.80, cif; root no spot; £2.34 kg cif.
Benzoin: £133 cwt, cif.
Camphor: Natural powder £10.25 kg spot; £9.25, cif. Synthetic 96% £1.40 spot; £1.25, cif.
Cardamoms: AGN £6.20 kg, cif.
Cascara: £1,155 metric ton spot; £1,280, cif.
Cherry bark: Spot £1,280 metric ton; shipment £1,240, cif.

Chillies: Mombassa £1,300 per metric ton spot; powder £800.
Cinnamon: unquoted on spot or forward. Ceylon quills 4 o's £0.84lb, featherings £0.17 both cif.
Cloves: Madagascar £6,000 metric ton spot £5,500, cif.
Cochineal: (kg) Tenerife black brilliant no spot; £22.60 cif; Peru silver; grey no spot; £20.35, cif.
Dandelion: No spot or cif.
Gentian roots: No spot; £2,820 metric ton, cif.
Ginger: Cochin £660 metric ton spot; £600, cif. Other sources not quoted.
Henbane: Niger £905; metric ton spot; £910, cif.
Honey: (per metric ton in 6-cwt drums ex warehouse). Australian light ambers £670-£700; medium ambers £600-£620; Canadian £1,000; Mexican £710; Argentinian (white) £900.
Hydrastis: Spot £29.35 kg; £29.40, cif.
Ipecacuanha: Costa Rican £32.65 kg, cif.
Jalap: Mexican £2,860 metric ton, cif.
Kola nuts: £385 metric ton spot; £250, cif.
Lanolin: BP grade £1.05 kg in 1 metric ton lots.
Lemon peel: £2,025 metric ton spot and cif.
Liquorice: Root, no spot; £690 metric ton, cif. Block juice £1,400 metric ton spot.
Lobelia: European, no spot, £1.70 kg, cif.
Mace: Grenada unsorted £2,850 metric ton, fob.
Menthol: (kg) Brazilian £6.60 spot; £6.40, cif. Chinese £5.75 spot; £5.80, cif.
Nutmeg: (per metric ton fob) Grenada 80s £2,850 sound unsorted £2,250, defectives £1,350.
Nux vomica: No offers.
Pepper: (metric ton) Sarawak black £925 spot, £1,450, cif; white £1,300 spot; £2,050, cif.
Pimento: Jamaican £1,350 metric ton spot; £1,250, cif.
Podophyllum: No spot or cif.
Quillaia: Spot £1,040 metric ton; £1,030, cif.
Sarsaparilla: Jamaican, no spot; £3,955 metric ton, cif.
Seeds: (metric ton, cif). Anise: China star £1,950. Celery: Indian £500. Coriander: Moroccan £375. Cumin: Indian £1,025. Fennel: Chinese £575. Fenugreek: Moroccan unavailable; Indian £375.
Senega: Canadian unquoted.
Senna: (kg) spot Alexandria pods hand-picked from £1.80 upwards; manufacturing £0.50 Tinnevely faq leaves £0.42; pods, faq £0.42; hand-picked £0.50.
Squill: Indian white £340 metric ton, cif.
Styrax: Turkish natural £5.40 kg spot.
Turmeric: Madras finger £350 metric ton spot; £300, cif.
Tonquin beans: No offers.
Valerian: Dutch No offers spot; £1,500 metric ton, cif. Indian £1,380 spot; £1,443, cif.
Witchazel leaves: £2.75 kg spot; £2.70, cif both nominal.

Essential and expressed oils

Almond: Sweet in 4-ton lots £1.75 kg duty paid.
Anise: (kg) Spot £13.50; £12.55, cif.
Bay: West Indian £10 kg spot; £9.90, cif.
Bergamot: £27 kg spot (new crop).
Bois de rose: £8.60 kg spot; £8.25, cif.
Buchu: South African £118 per kg spot; English — distilled £1.55.
Cade: Spanish £1.90 kg spot.
Camphor: White £1.20 kg spot; £1.07, cif.
Cananga: Indonesia £17.50 kg spot and cif.
Cardamom: English-distilled £155 kg; Indian £115.
Cassia: Chinese £50 kg spot; £45, cif.
Cedarwood: Chinese £2.70 spot and cif.
Cinnamon: Ceylon leaf £3.10 kg spot; £2.70 cif; bark; English-distilled, £150.
Citronella: Ceylon £2.50 kg spot; £2.35, cif. Chinese £3.60 spot and cif.
Clove: Indonesian leaf £1.86 kg spot; £1.90 cif. English distilled bud £55 spot.
Eucalyptus: Chinese £2.70 kg spot; £2.55, cif.
Fennel: Spanish sweet £8.50 kg spot.
Geranium: Bourbon £38 kg spot; £37, cif.
Ginger: Chinese £22.50 kg spot nominal; £20.85, cif. English-distilled (ex W. African root) £75; ex Indian £47.
Lavender spike: £13 kg.
Lemon: Sicilian best grades about £16 kg in drum lots; Other sources from £13.50.
Lemongrass: Cochin £4.75 spot; £4.40, cif.
Lime: West Indian £13.50 kg spot.
Mandarin: £16.50 kg spot.
Nutmeg: East Indian £8.60 kg spot; £8.25 cif. English distilled £15.
Olive: Spanish £1,665 per metric ton in 300-kg drums ex-wharf; EEC origin £1,550.
Orange: Florida spot £0.90 kg and cif.
Origanum: Spanish 70 per cent £17.50 kg.
Patchouli: Indonesia £16, kg spot; £15.95, cif.
Pennyroyal: From £6.50 per kg spot.
Pepper: English-distilled ex black £125 kg.
Peppermint: (kg) Arvensis — Brazilian £6.25 spot; £6.35, cif. Chinese £3.50 spot; £3.67, cif. American piperata £13.
Petitgrain: Paraguay unquoted kg spot and cif.
Rosemary: Moroccan £6.80 kg spot; Spanish £6.80.
Sandalwood: Mysore £56 kg spot. East Indian £53.35 spot.
Sassafras: Brazilian £2.75 kg, cif. Chinese £2.20, cif.
Spearmint: Chinese £8.75 kg spot; £8.25, cif. American £11.50 spot.
Thyme: Red 45-50% £20 kg spot. 50-55% £23.
Vetiver: Java £17.80 spot and cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

FIP Congress

The 42nd International Congress of the International Pharmaceutical Federation will take place in Copenhagen, September 6-10. The main symposium, on September 7, is entitled "The responsibilities of the pharmacist in primary health care." There is a sectional programme for the last two days. A variety of excursions and social events are available. Registration and accommodation details from *Secretariat FIP Congress 1982, Alexanderstraat 11, 2514 JL The Hague, Netherlands.* ■

Monday, February 8

Swindon Branch, Pharmaceutical Society, King's Arms Hotel, Wood Street, Swindon, at 8pm. Mrs S. J. Challis, Bristol Hospital, on "Homoeopathic medicine".

Tuesday, February 9

Harrow and Hillingdon Branch, Pharmaceutical Society, Northwick Park, 7.30pm. Dr Heinz Wolf talking on bio-engineering in space. Joint meeting with Harrow Division, BMA.
Leeds Branch, Pharmaceutical Society, Golden Lion Hotel, at 8pm. Professor S. E. Smith on "Therapeutic problems for the 1980's".
Leicestershire Branch, Pharmaceutical Society, Postgraduate medical centre, Royal Infirmary, Leicester, at 8pm. Lecture by Mr R. Plant on "Antiques".
Stirling and Central Scottish Branch, Pharmaceutical Society, Terraces Hotel, Melville Terr, Stirling, at 8pm. Working dinner. Mr G. Summers, marketing officer, Edinburgh Zoo, on "Marketing the zoo — would promoting toothbrushes be simpler?".

Wednesday, February 10

Isle of Wight Branch, Pharmaceutical Society, Postgraduate medical centre, St Mary's Hospital, Newport, at 7.30pm. Dr P. C. Gautier-Smith Dean Institute of Neurology on "The organic dementias and their management". Joint meeting with Isle of Wight Medical Club.
Scottish Department, Pharmaceutical Society, 36 York Place, Edinburgh, at 7.45pm. Dr A. T. Proudfoot, director, Regional Poisoning Treatment Centre, on "Poisoning by medicines".

Thursday, February 11

Bath Branch, Pharmaceutical Society, School of Pharmacy and Pharmacology, Bath University, at 8pm. Dr L. K. Sharp on "Changes in retail, hospital and academic pharmacy over the last 60 years — prussic acid, patients and professors!".
Birmingham Branch, Pharmaceutical Society, 7th floor, senior common room, University of Aston, at 8pm. Mr B. Spencer on "Veterinary pharmacy".
Epsom Branch, Pharmaceutical Society, 2nd floor, Bradbury centre, Epsom District Hospital, at 7.45pm. Speaker from Porton Down on "Chemical agents used in riot control and warfare".
Glasgow and West of Scotland Branch, Pharmaceutical Society, Walton Suite, Southern General Hospital, at 7.30pm. Professor J. B. Stenlake, University of Strathclyde, on "Atracurium — a contribution to anaesthetic practice".

Sunday, February 14

Humberside Pharmaceutical Committee, Grange Park Hotel, Willerby, nr Hull, at 10.30am. Conference for general practice pharmacists. Mr M.D. Brining, financial executive PSNC, on "New contract and remuneration structure", and Mr A. Smith, chief executive PSNC on "Provision of pharmaceutical services by non-pharmacists". Details from Mr D.H. Newton, 1028 Anlaby High Road, Hull.

Advance Information

Wessex Region, Pharmaceutical Society. "Cancer", one day postgraduate course, Polygon Hotel, Southampton, March 14, at 10 am.
The London Chemists Golfing Society, 1982 fixtures list (whole day meeting unless stated): March 25 (½ day), New Zealand. April 7, Moor Park. May 20, Ashridge (President's Day). June 16, Berkshire (Captains Day). June 30 (½ day), Hadley Wood. July 21, Wentworth (joint meeting with South London Chemists). August 19, Coombe Hill. September 29, Harpenden (prize giving and dinner). Annual membership £5, open to all pharmacists and allied professions. Details from Terry Loveridge, telephone 0628 22855.
Scottish Gifts Fair, Kelvin Hall, Glasgow, February 21-25. Open to trade buyers only. Organisers: Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW.

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Business for sale

X1 — HAMPSHIRE — Large modern premises out of this coastal town centre. Available on lease at £7,000 p.a. Estimated turnover for the current year £240,000, based on scripts of 4,500 p.m. Goodwill £170,000 plus stock at valuation.

X2 — LINCOLNSHIRE — Good living accommodation is contained in these shop premises in the centre of a busy holiday resort on the Lincolnshire coast. Turnover for 1981 £110,000 with excellent profits. Scripts average 1,550 per month, freehold property £23,000, goodwill, fixtures and fittings £15,000 plus stock at valuation.

X3 — HIGH WYCOMBE — Drug store in small shopping centre, on council estate in village close to High Wycombe. Turnover to 30.9.80 £24,000, rent £1,750 per annum. Two bedroomed flat above, goodwill, fixtures and fittings £6,000 plus stock at valuation approximately £6,000. Suitable for conversion to pharmacy.

X4 — SOUTH MANCHESTER — These recently fitted out lock up leasehold premises occupy an excellent trading site. In a pleasant Cheshire town, turnover for 1981 expected to be around £130,000 based on scripts of 2,000 per month. Price asked for goodwill £25,000 o.n.o. plus stock at valuation.

X5 — NORTH WALES COASTAL AREA — This freehold property with excellent 3 bedroom living accommodation is situated sufficiently far enough outside of this major holiday resort not to be affected by seasonal trade. This building is small and easily run, thus providing an ideal setting for enjoying outside activities. The property has a large garden and there are excellent views of Snowdonia and surrounding countryside. Property £37,000, stock at valuation approx £10,000, goodwill and fixtures £2,000.

X6 — SALFORD (LANCASHIRE) — Lock-up shop serving council estate, turnover to 31st March 1981 expected £90,000. Based on 1,600 scripts per month. Rent £750 per annum. Reasonable offers considered for goodwill and fixtures to effect a good sale.

X7 — SUFFOLK — This delightful village pharmacy close to the Norfolk border offers charming living accommodation in 18th century property. Current turnover £125,000 per annum. Scripts average 2,250 per month. Freehold property for sale at £45,000 + stock at valuation. Offers for goodwill, fixtures and fittings around £30,000.

X8 — WIRRAL — Lock up premises in very pleasant residential area. Turnover £105,000 p.a. on scripts 2,000 per month. Easily run business on very low rent and rates. Goodwill and fixtures £15,000 and stock at valuation.

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Agents

Napkin Oy, a fast-growing Finnish firm with a considerable reputation for the production and marketing of disposable sanitary products, are looking for an agent to handle their sanitary towels in the UK.

Ideally the agent will have a strong sales organisation, as well as experience in the sanpro field. They should also already have suitable wholesale connections for nationwide distribution.

**Wanted: Agent
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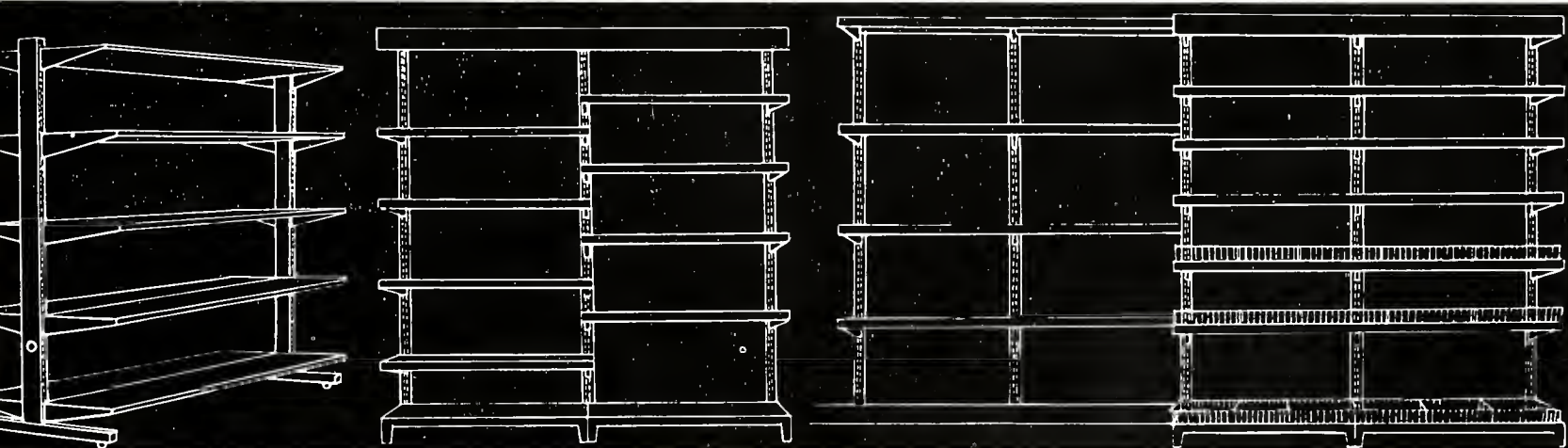
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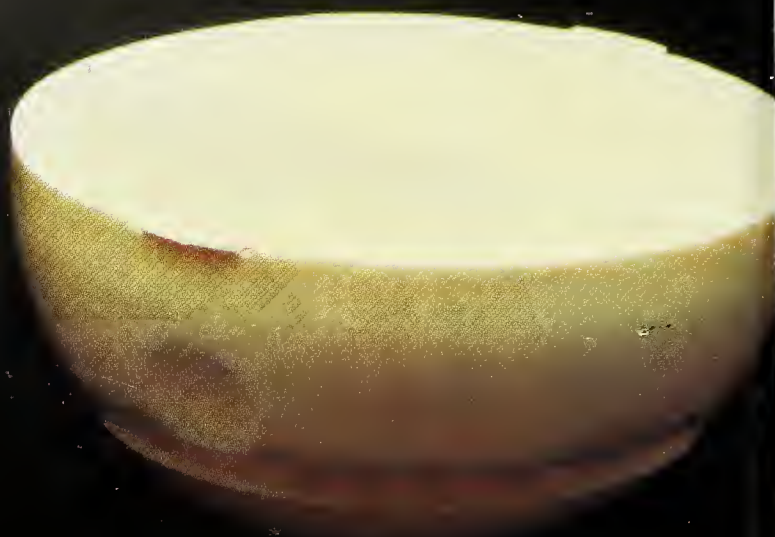
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